A Realizable Fantasy: Jim Warren Returns!

Northern California's Computer Magazine

April 28, 1997 • #164

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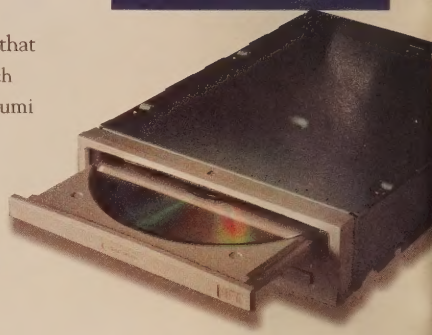

When building systems for the long haul, you have to use components that are built to last. That's why we build our TOUCH systems (Touch P133MD pictured above) with Intel Pentium® Processors and Mitsumi peripherals. The Mitsumi ZW104 keyboard features a new ergonomic design, Windows 95 compatibility and 3 special keys dedicated to navigating in Windows 95. And Mitsumi 16X and higher speed CD-ROM drives offer greater performance making games run better, video files play smoother and software installations finish

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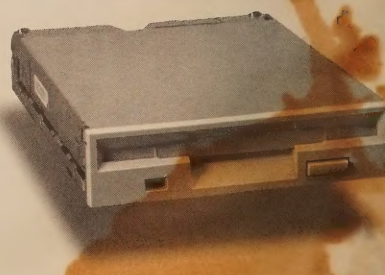

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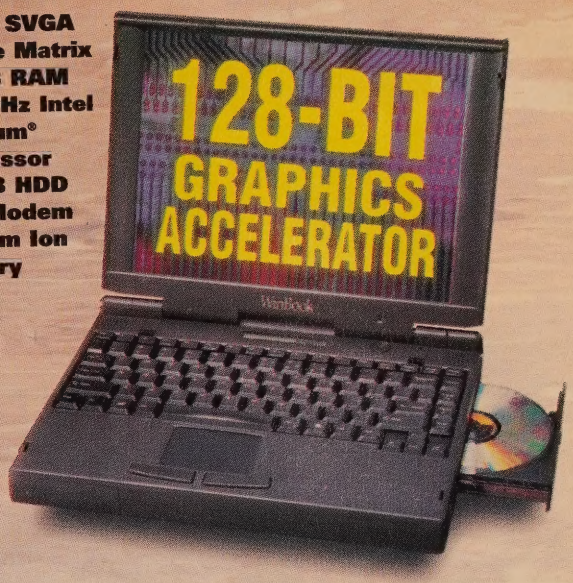

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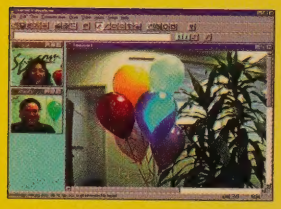

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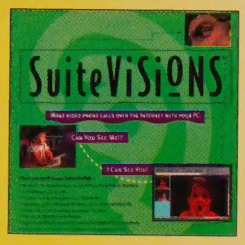

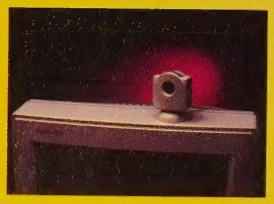

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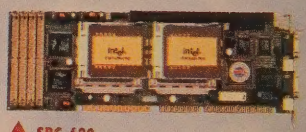

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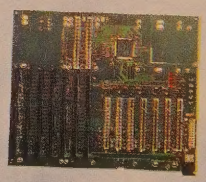

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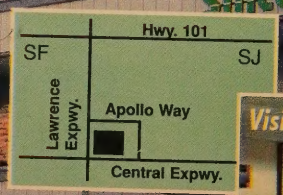

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PC Digest
Volume 10, Number 11
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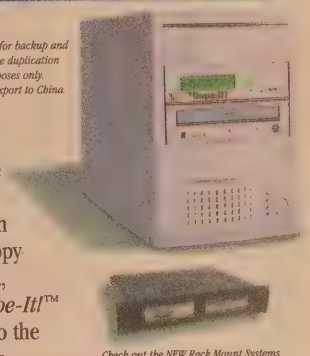

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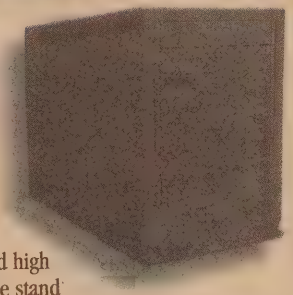

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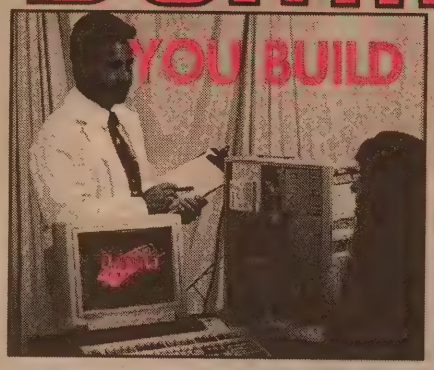

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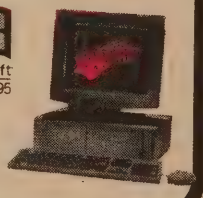

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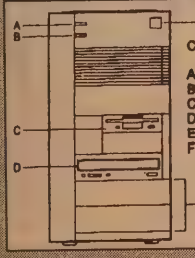

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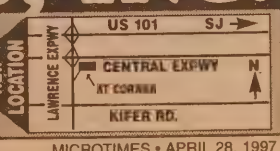

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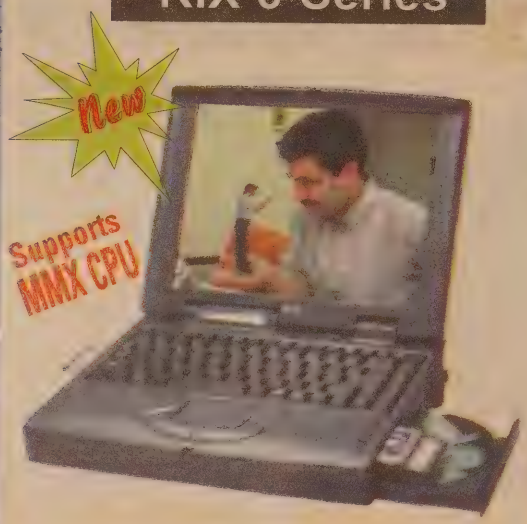

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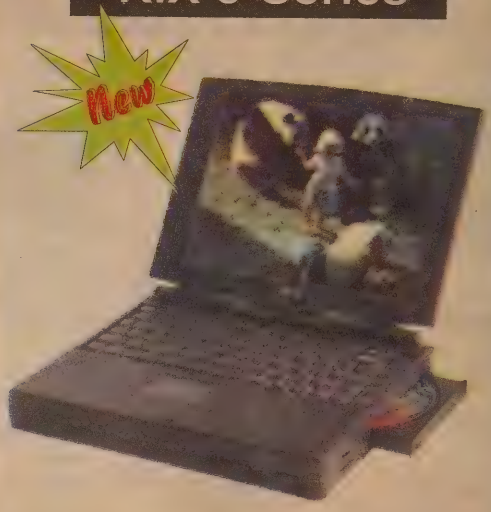

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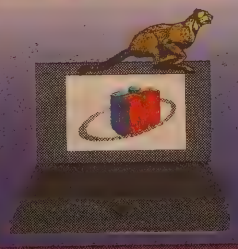

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Mitsumi PS2 mouse	7

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ATI Mach 64 1MB/2MB DRAM	49/59
ATi Mach 64 2MB/4MB VRAM	107/157
Matrox Millenium 2MB/4MB (OEM)	161/233
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3Com PCI 10/100 (3C905)	69
NE 2000 Combo network card ISA/PCI	16/25

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Colorado 350/T1000/T3200	57/105/169
Cooling Fan w/ heat sink 486/586/686	7/13/19
Artec Scanner: Handheld/Flatbed	69/319

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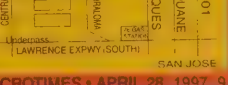
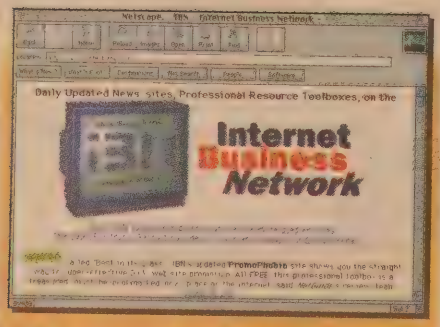


Contents

MICROTIMES™
April 28, 1997 • Issue #164

COVER STORY
84
Building The Future At Autodesk
BY MARY EISENHART
PHOTO BY JAY BLAKESBERG
Robert Cam, VP of the AutoCAD Market Group, helps open new windows for AutoCAD in the '90s and beyond.



Careers In Technology

110
Career Guide In Cyberspace
BY CASSIDY F. ALLEN
IBN's Top 100 Electronic Recruiters Web Site.

114
Internet Job Searching
BY DAVID NOACK
Off The Beaten Track

118
The Art Of The Resume
BY CATHERINE MIKKELSEN
Dos and Don'ts From Hiring Managers.

128
Technical Writing
BY DOUGLAS J. NAKAKIHARA
The Overlooked High-Tech Career.

News & Views

20
Industry Insights
BY PAUL HOFFMAN
This Year's Processors 20
MicroTimes Stock Index 26

28
Realizable Fantasies
BY JIM WARREN
New Anti-Privacy Proposal.

286
Dvorak's Last Column
BY JOHN DVORAK
Buried In The Email Abyss.

Business Solutions

38
Laptops
BY ED KAHN
Word 97—Fight Or Switch? Plus Sharp's WideNote W-100T.

44
Networking
BY PETER JOHN HARRISON
Online And On The Air.

52
Telecommuting
BY ROBERT MOSKOWITZ
A Checklist To See If You (And Your Job) Are Ready For Telecommuting.

66
OS/2
BY FABIAN PASCAL
Maintenance Partition: Part I.

70
SOHO
BY BIRRELL WALSH
Small Office Solutions From Claris.

80
The Making Of An Internet Startup: Part VII
BY ROYAL P. FARROS
Silicon Valley: The Worst Place In The World To Start An Internet Business?

Features

134
BMUG
BY DAVID MORGENSTERN
Mr. Larry And The Prince, Plus New Macs.

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Contents

MICROTIMES

April 28, 1997 • Issue #164

Online Guide

168
Internet
BY JOHN S. QUARTERMAN
Mainstream Media And Technophobia Through The Ages.

178
Online Services
BY BILL GRAM-REEFER
Kid Stuff On The Net.

185
Web Page Listings

Multimedia & Beyond

206
Gulch Gossip
BY JONATHAN E.

210
Multimedia 101
BY JONATHAN E.
The Mixman Cometh.

Resources

232
Calendar Of Events
Claris Solutions Conference 232
The Future Of Information Networking 232
1997 Annual CSPA Conference 232

242
User Group/BBS Listings

265
Classifieds

282
Index Of Advertisers By City

284
Index Of Advertisers

Reader Resources

Quotation Hotline Form 50
Classified Advertising Placement Form 265
Classified Career Marketplace 266

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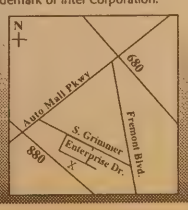

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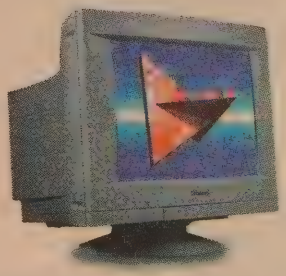

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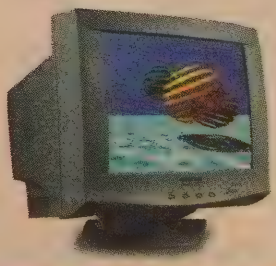

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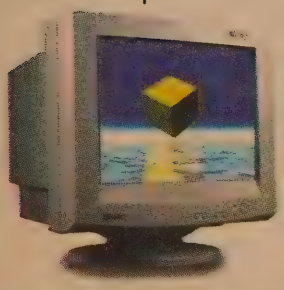

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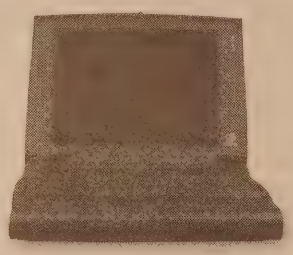

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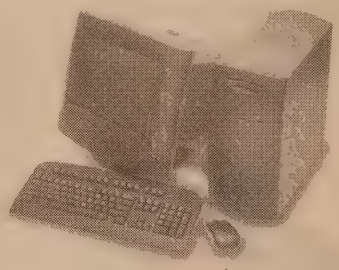

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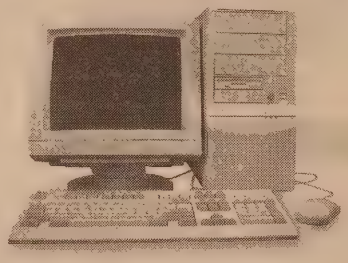

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BY PAUL HOFFMAN

Industry Insights

This Year's Processors: Cyrix and AMD Catch Up, But Intel Is About To Forge Ahead

The CPU market will take some interesting turns over the next few months as all the major processor vendors (Intel, Cyrix, and AMD) come out with new models and designs. The goal for most of these new processors will not be to lure PC customers directly, but to get PC makers to align with one of the three companies.

Fortunately for all of us, the chip vendors are doing more than saying "faster is better and we've got a faster chip." Of course, they are still offering ever-faster CPUs, but they are also proffering new types of chips that have better integration, which will reduce system cost. The end result is that Intel will stay in a very strong lead, but Cyrix and AMD will probably not lose any ground, at least in the near future.

What It Takes To Stay Alive

The CPU business has been fairly cutthroat for most of the last twenty years. In particular, Intel has often been extremely aggressive in trying to stop its competitors from making even a little headway in Intel's most lucrative business segment, namely CPUs for personal computers. At various times, Intel has used lawsuits and market confusion to keep its competitors down, but Intel has always been most successful when applying its strongest attribute: raw technical prowess.

Intel regularly improves the way that its chips work internally, usually to usher in a generation of much faster CPUs. Because these new CPUs are usually fairly expensive, Intel then follows each improvement with a round of technical tweaks that cause the same chip to be built for less and less money, thereby reducing the cost to the PC makers and thus to the consumers. Intel's competitors follow a similar cycle of "design and refine."

Although these post-introduction technical tweaks are much less glamorous than the major new announcements, the manufacturers rely heavily on them to bring down the cost of new designs to a point where typical users can afford them. In our PC consumer society, we think of "power users" being able to afford "advanced" systems that are much faster and much more expensive than typical business systems. Today, however, the difference between these two systems are usually only the CPU, and maybe $100-$200 worth of RAM. Thus, it is important that expensive CPUs can come down in price due to less expensive manufacturing.

*At various times, Intel has used lawsuits and market confusion to keep its competitors down, but Intel has **always been most successful** when applying its strongest attribute: **raw technical prowess.***

Cyrix's MediaGX Shows Promise

CPUs are not the only thing that raise the cost of a PC. If you've ever looked at the motherboard of a PC, you'll see that there are lots of other small- and medium-sized chips all over the place. These chips do things like display graphics on the monitor, speed up certain kinds of graphic display, make the CPU faster by adding cache RAM, control access to your RAM memory, and help the CPU communicate with the add-in cards in your system.

Cyrix, one of Intel's feisty competitors, has recently released a single chip that acts like the CPU and all of these other chips rolled into one. Surprisingly, the MediaGX chip isn't all that much larger than a typical CPU, and Cyrix has kept the cost of the chip down to the point where it is less expensive than Intel's CPU that doesn't have any of the additional features.

Because Cyrix is at a severe disadvantage in the CPU market, announcing a great new chip like this doesn't mean that PC manufacturers will flock to its door. Many PC makers are quite conservative when it comes to switching vendors, so Cyrix is fortunate to be able to say that PC giant Compaq has already signed up to use the chip in the low-cost Presario 2100 system. Because Cyrix can point to a well-known maker like Compaq, many smaller companies will

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Industry Insights *continued...*

probably start shipping systems with the new chip in the coming months.

Name-brand PC makers have long looked at $1500 as the low end for full PC systems. Now, the MediaGX CPU allows them to move this down to the $1000 range while running a fast 133 MHz processor with fast graphics and good benchmark ratings. Cyrix knows that it can't rest on its laurels, however, and is expecting to come out with faster MediaGX processors every few months in order to keep the cost benefits attractive over the next few years.

AMD Pins Hopes on K6

Cyrix's main competitor for the Intel clone market is AMD, which has managed to keep afloat for years with just enough sales of low-end Intel compatible chips to stay alive. AMD is about to launch its latest family of chips, the K6, which will compete with Intel's Pentium Pro chips if AMD can keep the price low enough.

The K6 family look a bit meager next to the MediaGX chips in that they don't offer anything in the way of integration support. They do, however, have two big advantages over the first batch of MediaGX chips: they offer MMX extensions that will interoperate with software that is written for Intel's MMX specification, and they will fit into today's Pentium chip sockets so that PC makers won't have to retool their production in order to use the AMD CPUs.

Other than MMX, AMD's K6 doesn't yet offer much new or interesting. The feature that will decide the K6's fate (and possibly AMD's fate in general) will be ***its price.***

Of these two, the ability to use AMD's new chips in current Pentium sockets will probably be the most interesting to current PC makers. Although Intel is making a lot of public noises about its MMX extensions, very few non-game companies have delivered MMX-enhanced software, and it's not clear when Netscape or Microsoft will modify their Internet software to take advantage of MMX. However, it is a good check-off item for AMD, and Cyrix will probably follow suit later this year.

Other than MMX, AMD's K6 doesn't yet offer much new or interesting. The feature that will decide the K6's fate (and possibly AMD's fate in general) will be its price. AMD has said that the first K6 systems will be competitive with Pentium Pro systems, but it hasn't said how much less they will cost.

AMD decided to make the chip fast by including a large on-chip cache; unfortunately, this means that the chip is more expensive to make and will also draw much more power, making it less suitable for notebook computers. AMD will

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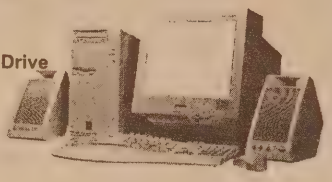

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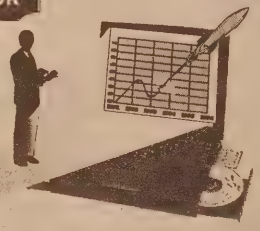

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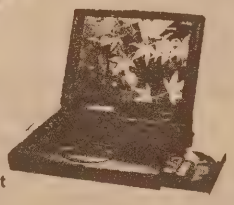

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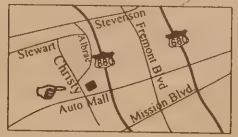

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Industry Insights *continued...*

probably make different versions of the chip with smaller caches, but this means that these chips will inherently be slower. The end result of this is more confusion for the consumer.

Intel Isn't Standing Still

1997 will be more an evolutionary than revolutionary year for Intel's CPUs. The P6 family, called Pentium Pro, will be expanded to include The Pentium II, which had a code name of "Klamath" until recently. This name, however, will probably confuse many consumers, since the difference between "Pentium Pro" and "Pentium II" is probably minor in most people's minds.

This is not to say that the two chips will be similar. The Pentium II will be significantly faster than the Pentium Pro, and will come with the Intel's MMX extensions. The speedup will be most noticeable to people running Windows 3.1 and Windows 95. Windows 3.1 is an exclusively 16-bit operating system, and Windows 95 has a huge amount of 16-bit code in it (there's no telling how much 16-bit code will make it into Windows 97/98).

The Pentium Pro ran somewhat slowly when run on 16-bit code due to an early design choice made by Intel. The newer CPU's segment registers, which are used mostly by 16-bit software, are much faster, thereby increasing the speed of 16-bit applications with no degradation to pure 32-bit applications such as Windows NT. Intel also made the chip less expensive by moving the CPU's cache off the chip, which allows Intel to buy slower and therefore less expensive cache RAM.

Intel's biggest CPU change this year, however, might not be a new chip but a new way to package chips. Recently, Intel started shipping the Pentium with MMX chips on a new "Mobile Module," which is a very small printed circuit board that contains the CPU, cache, and a few other support chips. Although the concept of a "daughtercard" is nothing new, Intel is pushing a single format for the Mobile Module in order to make better inroads of its high-end chips into the laptop market.

A portable PC maker who uses motherboards that use the Mobile Module connectors can change CPUs much more easily than one who has to redesign their motherboards each time a faster CPU comes out. Intel says that it will soon put its Pentium Pro and Pentium II CPUs on Mobile Modules. Portable makers can then just slip on a new CPU and have a new system with very little work.

What's Important in 1997

Following CPU trends is always a tricky business. Intel tends to announce its new products only when they're ready, and often jumps hard on vendors who pre-announce Intel products. Intel's competitors, on the other hand, tend to pre-announce their products long in advance, making it difficult to predict when they will actually ship. Only a few magazines, like the venerable *Microprocessor Report*, seem to be able to separate the hype from the facts.

For the end user, however, the facts are that prices will continue to drop this year for all systems. Intel's competitors, who only have about 10% of the Intel-compatible market, will keep a bit of pressure on Intel to maintain its regular price drops, and their innovation may help spur Intel to copy them and come out with CPUs that will make low-end desktop systems even cheaper before the end of the year. ■

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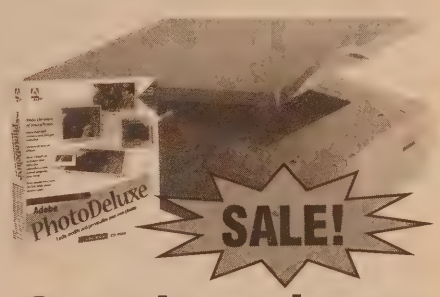
The Astra 600S comes as a complete scanning system, with Adobe PhotoDeluxe for scanning, editing, and printing photos; Presto! PageManager for converting text; Windows 3.1, Windows 95 & Mac drivers; and a SCSI-2 adapter card and cable.

Umax Astra 600S Complete Scanning System (Reg. $299) $249
Umax Astra 600S System with Adobe Photoshop 4.0 ..... $499



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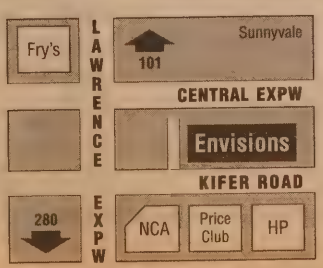

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Industry Insights *continued...*

MICROTIMES INDEX CONTINUES TO SPUTTER

EXCH	COMPANY		TICKER SYMBOL	CLOSING PRICE 03/13/97	CLOSING PRICE 04/10/97	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD	P/E RATIO	ANNUAL IVIDEN RATE	ANNUAL IVIDEND YIELD	ANNUAL HIGH	ANNUAL LOW
	SOFTWARE											
NAS	Adobe		ADBE	33.25	41.94	8.69	26.13	19	0.20	0.48	45.13	28.50
NAS	Autodesk		ADSK	33.38	32.25	-1.13	-3.37	37	0.24	0.74	44.25	18.50
NAS	Borland		BORL	7 88	6 75	-1.13	-14.29	-	0.00	0.00	20.25	4.75
NAS	Broderbund	(L)	BROD	22 38	21 88	-0.50	-2.23	61	0.00	0.00	49.25	20.38
NAS	Informix	(L)	IFMX	16 94	7.31	-9.63	-56.83	12	0.00	0.00	31.13	7.31
NAS	Macromedia	(L)	MACR	8 50	9 31	0 81	9.56	26	0.00	0.00	48.50	7.50
NAS	Microsoft		MSFT	99 50	96 75	-2.75	-2.76	51	0.00	0.00	103.50	49.88
NAS	Novell	(L)	NOVL	9 06	9 75	0.69	7.59	30	0.00	0.00	15.63	8.38
NAS	Oracle		ORCL	16 13	17 50	1.38	3.81	35	0.00	0.00	51.00	26.50
NAS	Symantec		SYMC	13 50	15 25	1.75	12.96	32	0.00	0.00	18.38	8.75
	HARDWARE											
NAS	Apple		AAPL	16 38	18 88	2 50	15 27	-	0.00	0.00	28.88	15.13
NYS	Compaq		CPQ	78 38	75 38	-3.00	-3 83	16	0.00	0.00	87 88	39.00
NYS	Digital Equipment	(L)	DEC	29 25	25 38	-3.88	-13 25	-	0 00	0 00	63 25	25.25
NAS	Dell	(H)	DELL	72 25	74 38	2.13	2.94	27	0.00	0.00	80.50	19.75
NYS	Gateway 2000		GATE	56 00	55 50	-0.50	-0.89	17	0.00	0.00	66.63	27.75
NYS	Hewlett-Packard		HWP	55 63	50 63	-5.00	-8.99	20	0.48	0.95	60.00	37.75
NYS	IBM		IBM	142 88	133 00	-9 88	-6.91	13	1.40	1.05	170.13	89.13
NYS	Silicon Graphics		SGI	24 25	18 25	-6.00	-24.74	-	0.00	0.00	30.13	17.88
NAS	Sun Microsystems		SUNW	29 63	29 00	-0.63	-2.11	20	0.00	0.00	35 13	22.00
NYS	Xerox		XRX	61 38	57 63	-3.75	-6.11	17	1.28	2.22	63.25	42.25
NYS	Tandy		TAN	52 75	52 25	-0.50	-0.95	-	0.80	1.53	59.13	37.13
	CPUS											
NYS	Advanced Micro Devices	(H)	AMD	47.38	39.75	-7.63	-16.09	-	0.00	0.00	48.50	10.25
NYS	Cypress Semiconductor		CY	13 63	13 88	0.25	1.83	22	0.00	0.00	16.63	9.13
NAS	Cyrix		CYRX	22 25	19 50	-2.75	-12 36	-	0.00	0.00	36.50	11.50
NAS	Intel		INTC	141 25	137 25	-4.00	-2.83	24	0.20	0.15	165.00	59.50
NYS	LSI Logic	(H)	LSI	36 38	38 25	1.88	5.15	34	0.00	0.00	42.38	17.00
NYS	Motorola		MOT	56 00	59 88	3.88	6.92	33	0.48	0.80	69.75	44.13
	COMMUNICATIONS											
NAS	3Com	(L)	COMS	35 38	32 63	-2.75	-7.77	19	0.00	0.00	81.38	30.63
NYS	AT&T		T	35 88	34 50	-1.38	-3.83	9	1.32	3.83	43.88	31.63
NYS	BellSouth Corp		BLS	42 38	42 00	-0.38	-0.88	15	1.44	3.43	47.63	35.25
NAS	Cisco		CSCO	52 00	52 63	0.63	1.20	34	0.00	0.00	75 75	43.75
NAS	MCI	(H)	MCIC	35 88	37 38	1.50	4.18	22	0.05	0.13	38.75	22.38
NYS	Northern Telecom		NT	68 13	65 88	-2 25	-3 30	27	0.52	0 79	77.00	45.00
	INTERNET											
NAS	Earth Link	(L)	ELNK	10 75	10 50	-0.25	-2.33	-	0.00	0.00	22.50	10.13
NAS	Netcom	(L)	NETC	8 88	9 88	1.00	11.27	-	0.00	0.00	44.50	7.88
NAS	Netscape		NSCP	27.38	26.38	-1.00	-3.65	110	0.00	0.00	75.25	25.50
NAS	Yahoo		YHOO	22 81	32 69	9.88	43 29	363	0.00	0.00	43.00	15.50
	MEDIA											
NYS	Disney		DIS	73.25	74.00	0.75	1.02	35	0.53	0.72	79.25	52.63
NAS	TCI	(L)	TCOMA	13.25	11.00	-2.25	-16.98	-	0.00	0.00	20.13	10.75

KEY: NYS = NEW YORK ASE = AMERICAN NAS = NASDAQ
(H) = NEW HIGH REACHED IN PERIOD (L) = NEW LOW REACHED IN PERIOD

MARKET DIARY:

ADVANCES	15
DECLINES	24
UNCHANGED	0
NEW HIGHS	4
NEW LOWS	9

MOST ACTIVE ISSUES:

LARGEST DOLLAR GAINER	Yahoo	$ 9.88
LARGEST DOLLAR LOSER	IBM	$ -9.88
LARGEST PERCENTAGE GAINER	Yahoo	43.29 %
LARGEST PERCENTAGE LOSER	Informix	-56.83 %

	CLOSE 03/13/97	CLOSE 04/10/97	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	8310.08	8083.85	-226.23	-2.72
DOW JONES INDUSTRIAL AVERAGE	6878.89	6540.05	-338.84	-4.93
STANDARD & POOR'S 500 INDEX	789.56	758.34	-31.22	-3.95
N.Y.S.E. COMPOSITE	415.87	399.36	-16.51	-3.97
NASDAQ COMPOSITE	1293.28	1235.77	-57.51	-4.45

CLOSING QUOTES FOR GRAPH:

DATE	MICRO TIMES	DOW JONES
08/27/96	7072.77	5711.27
09/26/96	7540.48	5868.83
10/21/96	7316.15	6090.87
12/12/96	8341.27	6303.71
01/20/97	8729.83	6843.87
02/13/97	8809.79	7022.44
03/13/97	8310.08	6878.89
04/10/97	8083.85	6540.05

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Negative news continued to plague Wall Street last month; however, many analysts believe that tech stocks will rebound in late April.

For the trading period, the Dow Jones Industrial Average skidded 338.84 points, or -4.93%, to close at 6540.05. Tech stocks followed the Dow lower, reflected by the 57.51 point drop in the NASDAQ Composite, which closed at 1235.77.

The MicroTimes Stock Index followed suit. Our index headed south, but not as severely as the other national indices, losing 226.23 points, or -2.72%, to close the month at 8083.85. Decliners outmatched advancers by a 24-to-15 margin, and new annual lows beat out 52-week highs 9-to-4. MCI Communications experienced a strong month, as analysts believe that the uncertainty which has clouded investment demand for U.S. telephone firms is starting to diminish. Shares of the company rose 4.18%, or $1.50 per share, to close at $37.38. Share analysts say first-quarter earnings starting next week will show strong profits to back the impression that the Bells are riding high and due for a stock price recovery. "Stock prices appear to more than discount competitive and regulatory dangers," said Bette Massick of Bear Stearns, who this week urged investors to go overweight in regional Bells.

Shares of Yahoo moved higher last month as the company announced a profitable first quarter. Yahoo's stock price increased $9.88 per share, or a whopping 43.29%, to close at $32.69. The company reported revenues totaling $9.5 million for the first quarter ended March 31, 1997, compared to revenues of $1.7 million for the first quarter in fiscal year 1996. Yahoo also announced its traffic grew to an average of more than 30 million page views per day during the month of March 1997, a 50% increase over the 20 million page views per day average reported in December 1996.

Despite an increase in total revenue, shares of Tele-Communication, Inc. headed south last month. The company's stock price closed at $11.00, off -16.98%. TCI reported total revenue of $2.155 billion for the three months ended December 31, 1996, a 19.8% increase over fourth quarter 1995 revenues of $1.799 billion. "The fourth quarter was a time of transition during which we implemented a number of programs to improve TCI's operating efficiencies," said John Malone, chairman and CEO of Tele-Communications, Inc., "During the quarter, we negotiated a number of programming contracts, improved the quality of our programming line-up and took steps to reduce operating expenses. These actions and others currently underway should enable the company to more fully use its strengths in today's exciting environment." ■

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REALIZABLE FANTASIES • BY JIM WARREN

Clinton Continues Efforts To Create Federal Police State

New Anti-Privacy Proposal

After most of a year's vacation from my rants-in-print—while pursuing foolish attempts to discover the meaning of "get a life!" or "have a date"—now, like the vicious warden in that old prison-riot movie snarled, *I'm back!* No, it won't *really* strike fear and loathing in the hearts of manipulative politicians, arrogant bureaucrats and monopoly-buying corporations, but it's a nice fantasy.

For readers new to this old column, "Realizable Fantasies" began about nine years ago as a column about innovation that wasn't, but could be, using current technology. However, with guv'ment increasingly eager to regulate techno-things about which they know little and understand less, and even greater zeal to make George Orwell's *1984* into nonfiction—this has focused on tech-related public policy, in place of neat stuff, for most of this decade.

Now let's see, where were we? Oh yeah ...

You Are Presumed Guilty—Privacy To Be Demolished

This is not horror *fiction*. This is not nightmare *fantasy*. This is *fact*.

The day this month's column was due to our long-suffering editor, a "CDT Policy Post" arrived from Washington D.C.'s nonprofit Center for Democracy and Technology. It prompted me to save what I had drafted and write this rant.

It outlined details of the Clinton administration's newest plan to keep law-abiding United States citizens and businesses from protecting the privacy of their personal and business files and communications. (The next day, small articles about it appeared in a few newspapers.)

The text of Clinton's draft legislation is online at *http://www.cdt.org/crypto/* . Quoting the CDT's legal analysis of Clinton's plan, it would:

• "Create a vast new government-dominated 'key management infrastructure' designed to be a prerequisite for participation in electronic commerce."

This is to control all encryption keys used domestically by American citizens and businesses. Such keys are the alpha-numeric sequences that are essential to any of the world-available cryptographic freeware, shareware and feeware, used to protect everything from electronic funds transfers and online commerce, to digitally-stored or exchanged business information and trade secrets. They are also used to protect personal files and conversations, such as might occur between newlyweds or intimate companions—exchanges such as are often used by political blackmailers, government operatives and other extortionists.

• "Compel people to use key recovery as a condition of participating in the key management infrastructure."

"Key recovery" refers to the administration's desire to have everyone who uses a key to protect their personal effects, to first provide a copy of each such key to a government-approved "escrow agent." (House keys and safe combinations are not included. So far.)

Then, any government agent can covertly obtain and use the key whenever they wish—but, of course, only "pursuant to a court order *or other lawful authorization*." That's quoted from Clinton's 1994 law that mandated construction of the United States' $500,000,000 National Wiretap System—named, in appropriate doublespeak, "The Communications Assistance for Law Enforcement Act" (47 U.S.C. 1001-1010).

AS WITH THE DATE-RAPE DRUGS THAT ARE CIRCULATING AMONG SOME TEENS AND COLLEGE STUDENTS, CLINTON WANTS TO PROHIBIT YOUR EVER BEING INFORMED THAT YOUR PRIVATE PARTS WERE PENETRATED BY GOVERNMENT PEEPERS. AFTER ALL, HOW BETTER CAN THOSE IN POWER FACILITATE THEIR RAMPANT SNOOPING WITHOUT RISKING PUBLIC OUTRAGE!

Note especially the phrase, "other lawful authorization." In other words **a court order is *not* necessarily required**, contrary to what is often mouthed in the mainstream media.

Other parts of the National Wiretap law extend its access to every local and state law enforcer—hick town deputy, police chief beholden to local party bosses, funds-seeking marijuana zealots eager to confiscate computers, cars, homes and bank accounts, etc. And in the *Federal Register* in 1995, FBI Director Louis Freeh quietly called for sufficient circuits to simultaneously snoop on 1% of all calls in selected regions.

• "Require the disclosure of private keys held by third parties

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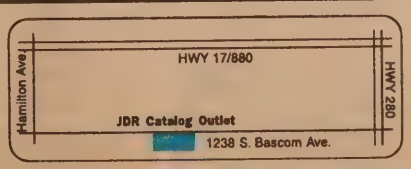

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Realizable Fantasies *continued...*

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[the 'escrow agents'—government-approved, government-controlled], **without a court order and upon mere written request** of any law enforcement or national security agency."

J. Edgar Hoover must be giggling with glee in his grave. And surely every renegade cop and spook such as former CIA senior administrator Aldrich Ames, who sold government secrets for pennies, must be *eager* to peddle covertly pirated corporate secrets to industrial espionage agents for *much* better profits.

• "Under the proposal, the government is granted carte blanche access to private decryption keys through a 'subpoena' or 'written authorization in a form to be specified by the Attorney General' ... (Sec. 302)."

Forget about nice, ethical Attorney General Janet Reno. Think of AG John Mitchell, indicted in the Watergate scandal, or AG Ed Meese who was the subject of intensive investigations (but well *after* his was widely quoted saying, "We wouldn't be investigating someone if they weren't guilty.") In other words, think of *any* Attorney General who is a political appointee of a power-hungry President, admittedly a redundant phrase.

Only The Law-Abiding Will Be Endangered

Of course, Clinton's proposed legislation wouldn't keep criminals—TerroristsRapistsAndChildMolesters (the standard fear-phrase that police-state advocates use whenever seeking radically expanded police powers for themselves)—from using secure crypto and secret keys to protect their files and communications. It would only endanger *stupid* criminals—and all law-abiding citizens, businesses and out-of-power politicians and activists.

And it will continue, that much longer, the delay in establishing and deploying *UNcrackable* tools to allow everyone to easily adopt *real* security for their files and communications.

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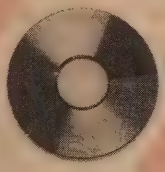

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Realizable Fantasies *continued...*

You'll Never Know When You're Penetrated

The CDT analysis continues:

• "The draft bill ... PROHIBITS notice to the person whose key has been revealed."

As with the date-rape drugs that are circulating among some teens and college students, Clinton wants to prohibit your ever being informed that your private parts were penetrated by government peepers. After all, how better can those in power facilitate their rampant snooping without risking public outrage?

• "While the Administration claims that its proposal is voluntary, the draft uses a variety of means to force use of government-approved key-recovery agents."

Yeah, it'll be "voluntary"—except for government-regulated banks, government-regulated hairdressers, and most-certainly any business or subcontractor that ever wants to sell any business or service to the feds. Maybe they'll even dare to demand it of state agencies and local government, as ransom in exchange for continuing federal kickbacks—uh, "subsidies." Have you ever thought where all that "free" government money comes from?

J. EDGAR HOOVER MUST BE GIGGLING WITH GLEE IN HIS GRAVE. AND SURELY EVERY RENEGADE COP AND SPOOK SUCH AS FORMER CIA SENIOR ADMINISTRATOR ALDRICH AMES, WHO SOLD GOVERNMENT SECRETS FOR PENNIES, MUST BE *EAGER* TO PEDDLE COVERTLY PIRATED CORPORATE SECRETS TO INDUSTRIAL ESPIONAGE AGENTS FOR *MUCH* BETTER PROFITS.

Write Your Republican Congress-Critters—Al, Too

Fortunately, a different party controls the legislative body that must approve of Clinton's latest police-state fantasy. And for some strange reason (perhaps the FBI's sensitive background files on Republicans that were mysteriously "stored" in the White House for months?)—they seem a bit coy about expanding *this* administration's snoop powers.

Tell 'em what ya think about being presumed guilty. And since Vice Prez Al Gore (*vice.president@whitehouse.gov*) wants to be Prexy in 2000, tell him too. And *ask them to state where they stand!*

(Or just keep quite and be obedient.) ■

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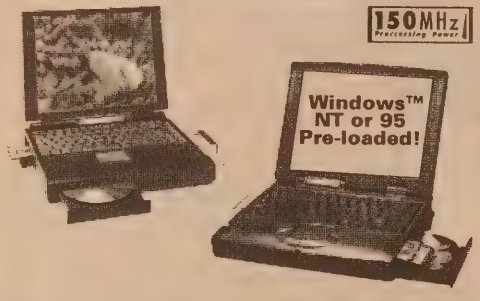

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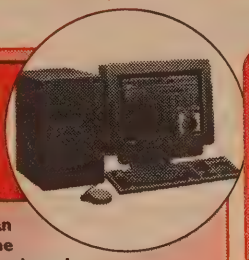

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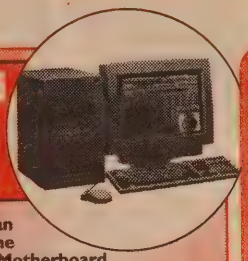

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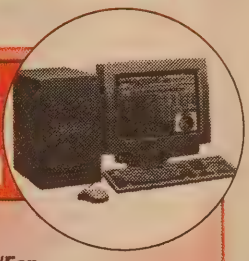

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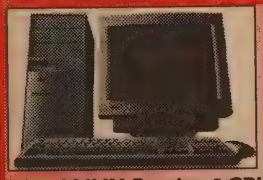

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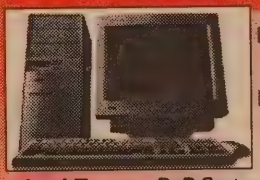

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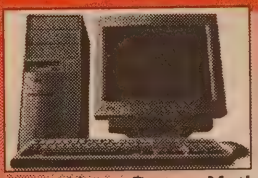

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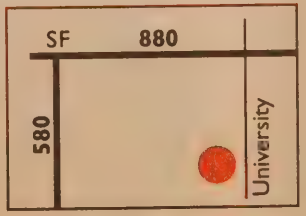

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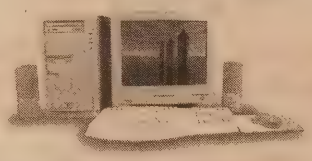

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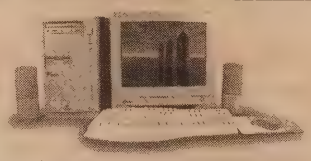

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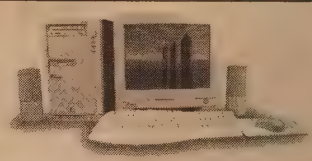

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- 104-Key Enhanced Keyboard
- **MS Windows 95**

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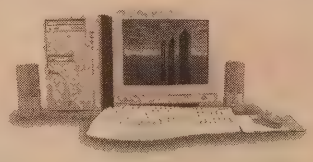

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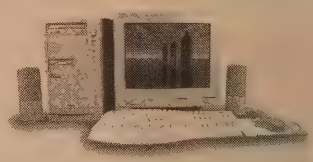

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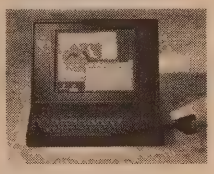

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Fight Or Switch?

After Years Of Loyalty To The Competition, I (Reluctantly) Switch To Word 97

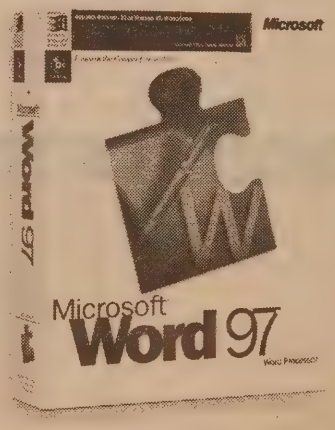
After many extremely satisfied years using AmiPro word processor I have reluctantly switched to Microsoft Word 97. Part of the reason I waited so long before migrating to Word is my concern that when one company has such a large share of the market competition, innovation tends to be stifled. With the newest version I felt I could not hold out any longer.

There were three main reasons for this change. First, I wanted to use a program that let me take advantage of new features in Windows 95. For me, the more important feature is the ability to use long file names, rather then being restricted to eight characters. The second reason for making the shift to Word was that almost all new portables come pre-installed with Windows 95 and a hard drive large enough to accommodate large programs such as Word 97. And third, because I am constantly testing new hardware and software I felt that I needed to be "in step" with the mainstream.

Making The Switch

Word 97 comes on a CD-ROM either as a part of Office 97 or as a standalone product. Using the Office 97 CD-ROM, the program analyzed my whole system and installed Word 97 painlessly. To Microsoft's credit, this fairly complex program works like a simple program out of the box. As you master the basic tasks, you can easily begin to use more complex and sophisticated features.

I began with the simplest tasks first. My first chore was to learn how to convert my old Ami Pro files into a format that Word could read. Even though Word includes a variety of conversion files that let you read and write in other formats, nowhere was there a conversion file from my old AmiPro files. After searching through the extensive help files, I learned that I could download the necessary conversion files to read not only my AmiPro files, but my even older WordStar files, on Microsoft's Web site.



Retrieving the files was simple enough, but the instructions on the Web for what to do afterwards did not work. I had to phone customer support to learn where to place the conversion files I needed. From that point on, the conversions worked like a charm. It is indeed simple to read in older files created in different formats. After a week, I removed the other applications from my hard drive, as they were no longer needed.

Working With Word 97

My next task was to create a letterhead. I do this with every word processor I work with. This is easily accomplished by creating a template containing the letterhead. In Word 97, there are several other ways of doing this: You can create a text file that you call up each time you want to use the letterhead. Another method is to create a macro that will create the letterhead each time you invoke it. In the end, this method may be the most work, but it is also the most efficient.

You can do just about anything in Word 97 that you can imagine doing. It may take a little work learning how to do the various tasks, but once you learn how to do them, you will find everything easy and straightforward. However, to fully understand the intricacies of the program is beyond the scope of almost anyone.

In the beginning, I had what I thought were some simple questions. As I asked different Microsoft support people these questions, I sometimes received different answers. In one case, a tech support person checked with his supervisor and told me there was no simple way to do what I wanted to do. When I phoned a top engineer at Microsoft, I was given a simple solution to my problem. I relate this story not as criticism, but to point out that it is extremely difficult for any one person to thoroughly understand this program. After all, a team, not a single programmer, wrote it.

The Highlights

It is beyond the scope of this review to highlight all of Word's numerous features, but I do want to

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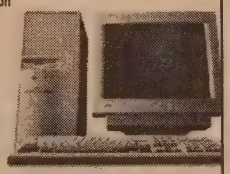

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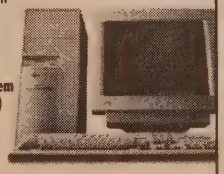

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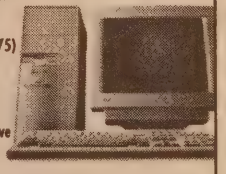

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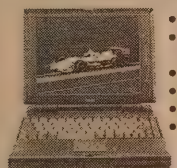

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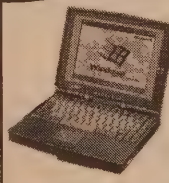

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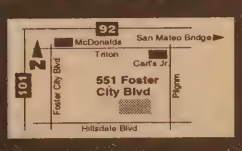

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Laptops *continued...*

point out some of the elements that most interested me. Although some of the features I mention were in earlier versions of the program, they have been improved for the current version. Formatting is simple. A drop-down menu lets you choose different formatting features like bold, large type for a headline, and normal type for the body of the text. When I wanted to indent a paragraph, I was able to select a style that did just that. With another click of the mouse, I was back to my original style.

The spelling checker in Word 97 is great. You have a choice of correcting words as you compose the text or running a spell check afterwards. If you want to make corrections as you go along, misspelled words will be underlined in red. Clicking the right mouse button will bring up suggestions on the spot. If you don't want to be distracted with these interruptions, simply tell the program to hold off making suggestions until you have completed the documents. The same is true for grammar. Grammar errors are indicated with a green underline. You can get immediate suggestions or wait until you have finished the whole document.

Because Word 97 offers so many tools in its top menu plus a couple of toolbars, there is also the option of hiding the toolbars and showing a full screen for your document. In this view, the tools magically reappear when you click the small "Close Full Screen" command in the lower corner of the screen.

A final feature that deserves comment is the extensive context-sensitive help that interactively helps users get their jobs done. Office Assistant can appear whenever you want it and is easier to use than searching through the help index. You can type a question in simple English and the program gives you several suggestions from which to choose.

Even though this review only scratches the surface of this program, I hope it is clear that Microsoft has done a good job of making an application that can be as simple or complex as you need. The tools and help features are here for creating almost any kind of document you want. You can insert graphics, print in columns, create newsletters, write books, and make simple memos. If you are interested in creating Web pages, Word 97 will let you create the pages and then convert them for posting on the Web. I reluctantly say that I am pleased with this product. I am, nevertheless, sorry that there is not more real competition for this product.

RESOURCES:

Microsoft Word 97, $84.95 (upgrade); **$339** (new user)
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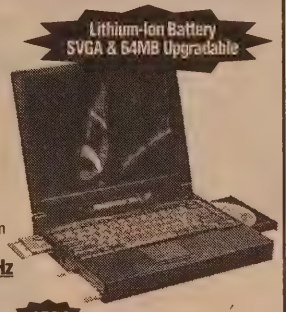

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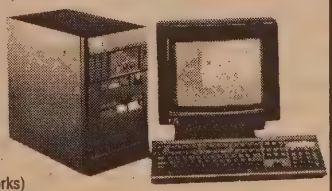

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Computer Of The Month

Sharp's WideNote W-100T Notebook

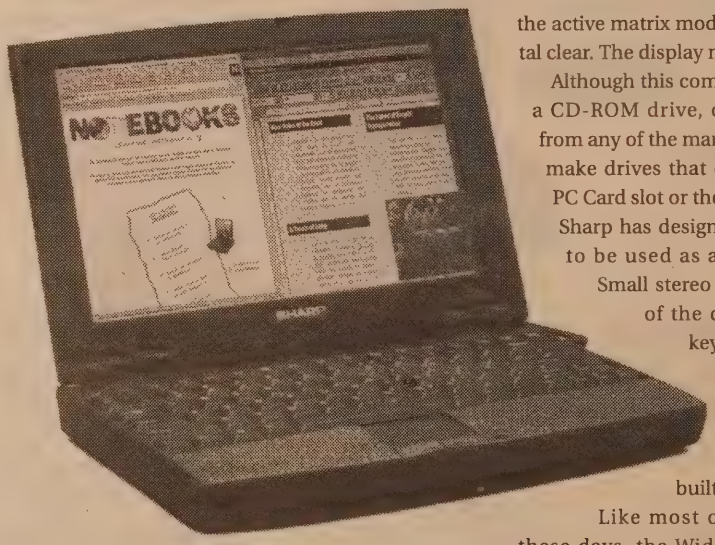
In a highly competitive and growing market, companies strive for new innovations that will shift the direction of the industry—usually in their favor. Sharp Electronics' latest innovation is a wide-screen notebook computer that fits into a small package with a conventional footprint. The WideNote W-100T measures 11.6" x 7.75" x 1.6" and weighs only 4.6 lbs.

While the slim package is no larger than most small notebook computers, the display is a wide-screen format with a 16:9 aspect ratio—the same as that found in movie theatre screens. The immediate advantage is that spreadsheets will be able to show more cells. For writing text, however, I see little advantage except that it is possible to display more than one window conveniently. Sharp suggests, for instance, that a writer might want to display one window for text and another smaller window to the side for email.

Whether you end up taking advantage of the wide-screen feature or not, this is a computer that offers lots of features for a reasonable price.

The WideNote is powered by a Pentium 133MHz processor and comes standard with 16MB of RAM, expandable to 32MB ($545). The hard drive is a generous 1.1GB. To achieve the small size, Sharp has elected to provide the floppy drive as a separate unit that easily connects to the portable when needed. I think this is a good arrangement as more and more, floppy drives are used less and less. For instance, software increasingly comes on CD-ROM.

The keyboard is good for a computer this small. I did not have trouble typing on it, but as always, I prefer to use a full-sized keyboard when possible. Sharp makes it easy to connect a full-sized keyboard through the port on the back. The WideNote uses a GlidePoint touchpad as an alternative to a mouse or trackball. If you want to use a conventional mouse, you can either connect through the port on the back or use a serial mouse. If you intend to use both a mouse and an external keyboard, you will have to use the serial port for the mouse as the keyboard will fill the PS/2 port. No adapters are available to accommodate both a keyboard and mouse. It also comes with a built-in modem and two PC Card slots that will accommodate up to two Type II cards or a single Type III card.



If you need to use a conventional CRT, it can be easily attached through the port on the back of the notebook. It is possible to use both displays simultaneously. The wide-screen display can accommodate a wide range of resolutions, but comes standard with 1024 x 600. The WideNote is available in both active matrix (W-100T) and dual scan (W- 100D) models. I tested the active matrix model and found it to be crystal clear. The display measures 11.2" diagonally.

Although this computer does not come with a CD-ROM drive, one can easily be added from any of the many third party vendors that make drives that connect through either a PC Card slot or the parallel port. In any case, Sharp has designed the WideNote W-100T to be used as a multimedia computer. Small stereo speakers are on the body of the computer just above the keyboard. It is Sound Blaster-compatible and has microphone and speaker ports on the back. In addition, there is a small built-in microphone.

Like most of the better computers these days, the WideNote comes with an IR (infrared) port that lets you ship files back and forth between other computers or peripherals similarly equipped.

In addition, Sharp recently introduced new service and customer support plans that make it easier to get help when you need it. Their 800 line is now open continuously around the clock. They have also announced worldwide service programs. Service plans vary from one to three years. ■

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Sharp WideNote, $2999 and up

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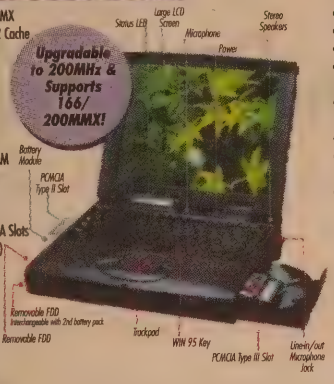

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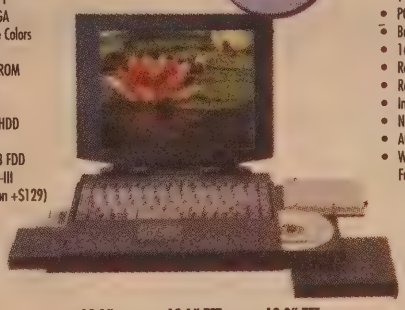

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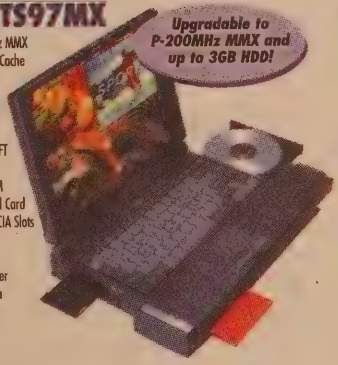

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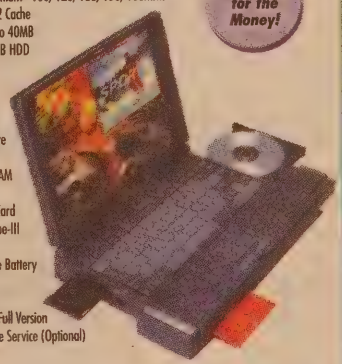

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NETWORKING • BY PETER JOHN HARRISON

Online And On The Air

Wireless Networks: A Secure, Reliable, And Inexpensive Alternative

In the days of "big iron" mainframe computers, figuring out where any given computer would be at any given moment was pretty simple. Since each computer tended to weigh several tons, they kinda stayed in one place. These days, what used to be several tons of computing power fits in a briefcase and you can easily walk off with it. That presents a particular challenge to network administrators, who are still trying to get a handle on how to provide corporate laptop users with dial-up access to the network.

Providing access to users off-site, however, is not the only mobile computing challenge many LAN administrators have to face. Lighter, more durable, and more portable computers enable people to take their computer with them on-site, and around the site, too. People take their computers with them to office meetings, put cash registers outside the store for a sidewalk sale, take notes on their laptop while walking the manufacturing floor or attending a college lecture, and attach computerized "charts" to patient beds. And no matter where the computers are, no matter how mobile, people still need access to resources on the corporate (or campus) network.

Providing access to users off-site, however, is **NOT** the only mobile computing challenge many LAN administrators have to face.

Computing environments where the computers can move around are a challenge to most network administrators and engineers, who are used to tethering computers to specific locations with a short length of wire. Wired access is something they are comfortable with, both for its physical properties and because it is a very secure environment. It is a lot easier to control who has access to corporate information on the LAN when that information is more or less contained by wiring that you have physical control of.

The problem with hard-wired access is that it is not very flexible. Before you can provide a computer with access to the LAN, you have to install a network "drop," or connection point, that the computer can connect to. That is easy to do when you can plan on having a set number of computers and users at specific locations—like office cubicles and desk locations—but it does not work well for computers on the move. To serve these computers and the people that use them you need wireless access, and that means transmitting corporate information using radio frequencies that anyone can tune into.

The idea of wireless networking is not new. Today's most commonly used networking standard, Ethernet, uses concepts taken from a radio networking scheme introduced by the University of Hawaii in 1970. AlohaNet was used to connect computers and terminals together on the Hawaiian Islands. Its innovative way of managing network traffic is a central concept of the Ethernet standard, developed by Bob Metcalfe at Xerox PARC in the early 1970s. The original design of the Ethernet is so heavily based on AlohaNet radio networking concepts that its very name is a nod to the "ethereal" medium that radio waves travel through. So wireless networking has a long, successful history, but only in the last few years have improvements in security and cost made it practical.

One concern network managers have when they shift to a wireless system is security. When sensitive corporate information is transmitted over a wireless network, anyone can "listen in" to the transmission. To combat security problems, wireless LANs incorporate encryption features that "scramble" transmissions, making it extremely difficult for people who do not have the corporate encryption key to decode the information they intercept. Wireless solutions also integrate "bridging" technologies that limit the traffic sent over wireless segments to information sent to and from wireless clients. By combining these traits with network control features that specify which specific LAN adapters should be allowed access (by inspecting each adapter's "MAC" address), a LAN manager can build a reasonably secure environment for all except the most sensitive information.

Another concern with wireless network solutions is range. The Netwave AirSurfer, for example, has an indoor range of about 150 feet. That is enough to provide coverage for a series of conference rooms, cubicles, and offices, but not an entire office building or corporate campus. To expand coverage a network manager has to create a latticework of "wired access point" ("WAP") hubs with overlapping coverage areas. This is not too hard to do—all you need do is plug multiple access points into your existing hard-wired network.

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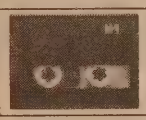

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DC 2120XL, QIC 80 Format, 170MB, 425 Ft.	$ 10.99
MC 3000XL, QIC 3010, 340MB, 400 Ft.	$ 17.99
MC 3000XL, QIC 3020, 680MB, 400 Ft.	$ 17.99
DC 300XL/P, 45MB, 450 Ft.	$ 9.99
DC 600A, 60MB, 620 Ft.	$ 9.99
DC 6150, 150MB, 620 Ft.	$ 9.99
DC 6250, 250MB, 1020 Ft.	$ 12.99
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DC 9100, 1.0 GB, 760 Ft.	$ 20.99
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DC 9200, 2.0 GB, 950 Ft.	$ 22.99

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Networking *continued...*

You can, however, get away without having to install any WAPs at all. One company, Metricom, offers LAN administrators with a secure way to plug their network users into its Ricochet wireless Internet service. This is a neat way to provide wireless access to LAN users. In areas where Metricom provides service, Ricochet can provide users with access while on the corporate campus, as well as from home. That provides users with a flexible link for telecommuting that does not tie up their telephone line—or rack up zone charges when "dialing in" to work.

Outsourcing network access to an ISP may sound like a security nightmare, but like other wireless LAN access methods the Ricochet system encrypts to keep it safe from prying eyes. The resulting technology has won approval from several security conscious Silicon Valley companies, including Hewlett-Packard, Sun Microsystems, and Cisco.

What Metricom does not offer is speed. At speeds designed to compete with dial-up modem access to the Internet, Ricochet is the slowest of all the wireless LAN access tools I have looked at, but Ricochet is not alone. Wireless LANs in general tend to be slower than their wired counterparts. Whether compromising on speed will be a problem for your users depends a lot on what they use the LAN for. 28.8Kbps, for example, is quite adequate for retrieving word processing documents, spreadsheets, even for light client-server database transactions, but woefully inadequate for anything but light graphics work. 1-2Mbps is fast enough for retrieval of most types of information on a LAN, but a little slow for environments which load applications from a central server instead of a local hard disk.

Wireless network products can be a secure and useful tool for environments where users require mobility, but many wireless product manufacturers also tout them as an alternative

> Computing environments where the computers can move around are a challenge to most network administrators and engineers, who are used to tethering computers to **specific** locations with a short length of wire.

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*EXB 8700	14 GB	$1047
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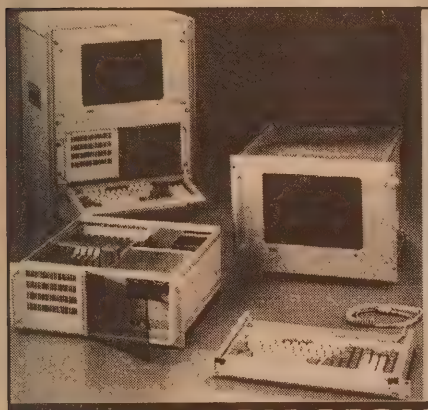

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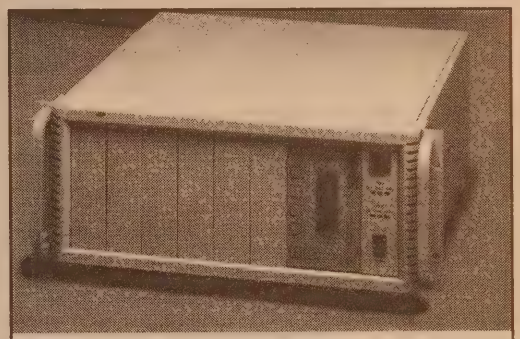

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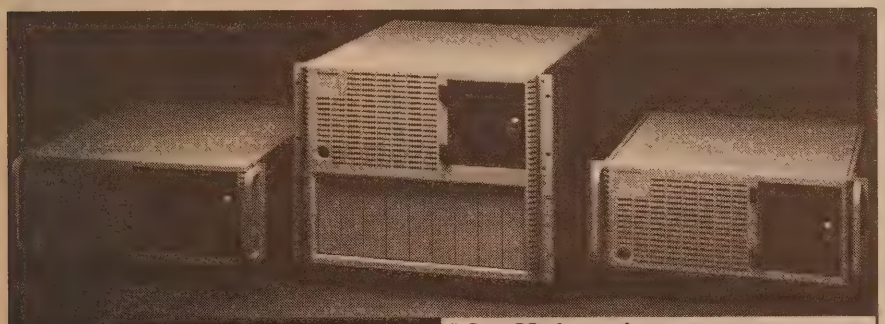

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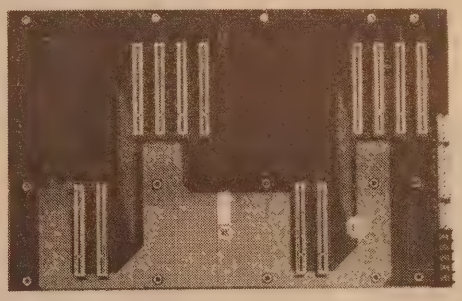

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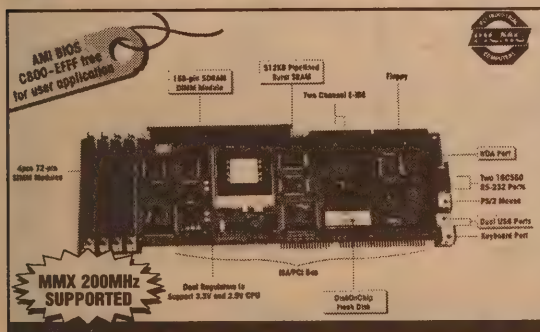

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Networking *continued...*

to the expense of installing network drops for stationary users. Personally I prefer hard-wired connections. In most cases you have to install telephone cabling to most desktops anyway, and the cost of installing wire for a LAN connection at the same time as the phone is nominal. There are exceptions, though, like when you need to set up a "temporary" LAN, like for a training class, and in situations where it is impractical to install network drops to every location.

One example of a place where this can be true is in the home office, where you may want to install computers in more than one room in the house. It is just not practical for most home owners to drill holes in walls and run a cable from one room to the next. Doing so can upset and incur the wrath of spouses, roommates, landlords, and the condo association.

That was certainly the case for me a couple years ago when I lived in a condominium, but I found having a wireless LAN in the home has other advantages. Like being able to sit in the garden with a laptop, a cool drink close at hand while I watched the kids play in the front yard. That is what wireless networking is all about: more flexibility and being able to take the LAN where you want to go, be that place the boardroom, the classroom, or a bedroom-cum-office. ■

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Outsourcing network access to an ISP may sound like a security nightmare, but like other wireless LAN access methods the Ricochet system encrypts to **keep it safe from prying eyes.**

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Metricom
URL: *http://www.ricochet.net/gateway/*

AirSurfer Wireless LAN Products
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URL: *http://www.netwave-wireless.com/products.htm*

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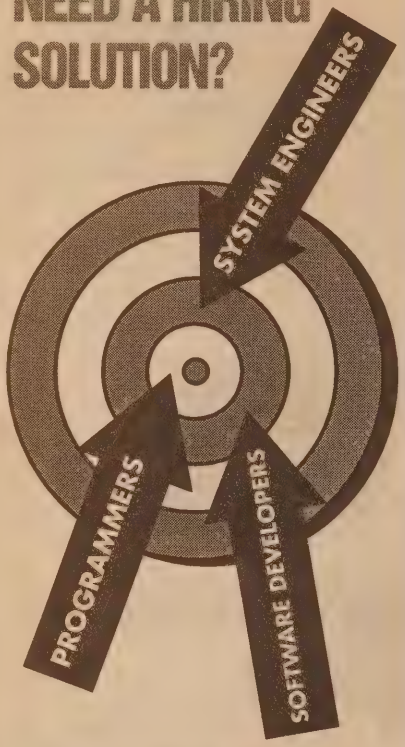

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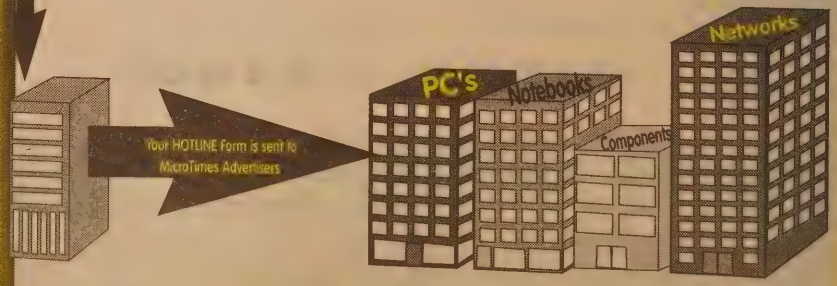

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○ PC NAME BRAND ○ Network WORKSTATION
○ PC NOTEBOOK ○ Network FILESERVER
○ MACINTOSH NOTEBOOK

PICK YOUR PREFERENCES
○ Name Brand
○ Compatibles
○ No Preference

Step 1: Enter PC System Brand Name & Model #, If Preference

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Quantity / Choices (1)(2)(3)(4)(5)(6)(7)(8)(9) My Budget For System Is ○ Under $1000 ○ $1000 to $1999 ○ $2000 to $2999 ○ $3000 to $3999 ○ $4000 to $4999 ○ Over $5000

10 or More ○ Call Me For A More Detailed Quote. ○ Quote Me For Selected Upgrade/Peripherals Choices Only. ○

STEP TWO: SYSTEM CONFIGURATION:

○ INTEL ○ PENTIUM MMX ○ DUAL CPU'S ○ PENTIUM PRO ○ PENTIUM ○ 486 ○ AMD ○ CYRIX
○ MACPOWER PC ○ MAC QUADRA/PERFORMA

CPU MHz & SPEED:
○ DX4 ○ DX2 ○ DX ○ 5X86 ○ 6X86 ○ Quadra ○ PowerPC
○ 200 ○ 180 ○ 166 ○ 150 ○ 133 ○ 120 ○ 100 ○ 80 ○ 75 ○ 66

BUS TYPE: ○ PCI ○ VLB ○ EISA ○ ISA

CACHE: ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ EDO ○ 2MB ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 128MB

MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI ○ 14" ○ 15" ○ 17" ○ Non Interlace ○ 28 DPI ○ 20" ○ 21" ○ Multisync

HARD DISK DRIVE: ○ 100MB+ ○ 800MB+ ○ 1GB+ ○ 2.5GB+ ○ 4GB+ ○ IDE ○ SCSI ○ ZIP DR ○ JAZZ ○ 2GB+ ○ 3GB+ ○ 6GB+

FLOPPY DRIVE: ○ 1.44MB and/or ○ 1.2MB

FAX MODEM: ○ Internal ○ External ○ 33600bps ○ 14400bps ○ 28800bps

CASE TYPE: ○ Mid Tower ○ Desktop ○ Full Tower

VIDEO CARD RAM: ○ 512KB ○ 1MB ○ 2MB ○ 3MB ○ 4MB

POINTING INPUT DEVICES: ○ Any Mouse ○ MS Mouse ○ Keyboard ○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ Ball Point ○ Pen

OPERATING SYSTEM NEEDED: ○ Windows 95 ○ OS2/Warp ○ Win NT ○ Mac ○ UNIX ○ DOS/Windows 3.11

STEP THREE: MULTIMEDIA UPGRADE ○ Please Add To Step 1 & 2 Quotation ○ Please Quote Me Separately

CD ROM DRIVE: ○ Internal ○ IDE ○ SCSI ○ External
CD ROM TITLES INCLUDED: ○ 1-5 ○ 5-10 ○ 11+
○ 6X ○ 8X ○ 10X ○ 12X ○ 16x

○ BRAND NAME ○ No Brand Name Preference
CD ROM Brand Name and Model Number

SOUND CARD: ○ 16Bit ○ 32Bit

SPEAKERS: ○ Less Than 25W ○ 25 to 50W ○ 50 to 75W ○ More Than 75W

STEP FOUR: NOTEBOOK SECTION - Please Note You Must Make Choices In Steps 1 & 2 To Complete Step 4

SCREEN TYPE: ○ 10" ○ 11' ○ 12' ○ Active Color ○ Dual Scan ○ 13'

PCMCIA SLOT: ○ Type II ○ Type III ○ Type IV

○ Audio Capable ○ Docking Station ○ Extra Battery
○ Fax Modem ○ CD\MultiMedia

STEP FIVE: NETWORKING NEEDS:

○ Please Contact Me on My Networking Needs Indicated Below
○ Software ○ Hardware ○ Consultation ○ Design ○ Installation ○ Administration ○ MS Workgroups
○ Users 2 to 10 ○ Users 10 to 50 ○ Users Over 50 ○ Lantastic ○ Apple Talk ○ Novell ○ MS NT

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TELECOMMUTING • BY ROBERT MOSKOWITZ

Profile Of A Successful Telecommuter

A Checklist To See If You (And Your Job) Are Ready For Telecommuting

To find out how good a candidate you might be for success in telecommuting, consider how much you agree or disagree with each of the statements in the following "Telecommuter Index." If you agree strongly with a statement, score three points. If you don't agree at all, score zero points. If you're somewhere in between, score either one or two points. After you complete the test, see how to interpret your total point score.

The Telecommuter Index

Even when my supervisor treats me badly, I usually try to do my best.
I am about as happy in my work as most people I know.
I am just about as enthusiastic as the others I work with.
I am often full of energy.
I am rarely late for work.
I can concentrate on my work even when there is something more fun waiting for me to do.
I don't mind going back to work after a weekend.
I don't mind talking on the telephone for long periods of time.
I don't need much help in finding ways to solve my problems.
I don't want my boss to know, but I'd probably work a job like mine for less money.
I feel good about the organization I work for and the group I work with.
I feel sure my immediate supervisor has confidence in me.
I find the daily commute to my work at least slightly objectionable.
I get to use most of my talents and skills in my work.
I have a full schedule, not only at work, but in my free time.
I have a good relationship with my supervisor at work.
I hope my children will enjoy their careers as much as I enjoy mine.
I trust my friends at work.
I usually meet all of my responsibilities.
I usually remain calm when things start to go wrong.
I'd rather be alone than be with other people.
I'm a good typist.
I'm generally interested in most of the work I do.
I'm not afraid of electronic equipment like computers and software.
I'm usually comfortable trying something new.
If I won the lottery, I'd probably stay at least partly in touch or involved with the work I'm doing now.
If my job were a bore, I couldn't stay with it.
Most of the time, I know what I want out of life.
My colleagues and co-workers generally like me.
My work days are full of interesting activities.
On my job, I nearly always know exactly what to do next.
When I finish a job, I am usually satisfied with the results.
When I'm working I sometimes lose track of the time.

Understanding The Results

If you disagreed with every statement, you could score a "0" on the entire Telecommuter Index. If you agreed strongly with every statement, you could score a maximum of "99."

A score of 80–99 indicates that you're a prime candidate to become a successful telecommuter, or you're already telecommuting and very satisfied with this new mode of working.

A score of 60–79 indicates that you have a good chance to become a successful telecommuter. Take some training, or talk to some successful telecommuters about their experiences. Ask about your own telecommuting-related anxieties, concerns, or fears. You'll increase your chances for success as a telecommuter if you concentrate some of your energy on overcom-

continued on page 57

By far the biggest hurdle still remaining between the present rate of growth in telecommuting and a much higher "take off" rate that will quickly bring telecommuting to the vast majority of workers in this country (and around the world), is the ***difficulty*** *of many managers to find the tasks that the average person can* ***appropriately and effectively complete*** *from a distance.*

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- 2.1GB Enhanced IDE Hard Drive
- 1.44MB Teac Floppy Disk Drive
- Diamond Stealth 64 PCI 2MB RAM
- ATX Mini-Tower Case w UL PS
- MS PS/2 Mouse & PS 2 Keyboard
- 17" Acer 1280x1024 PnP Monitor
- MS Windows NT 4.0 Workstation

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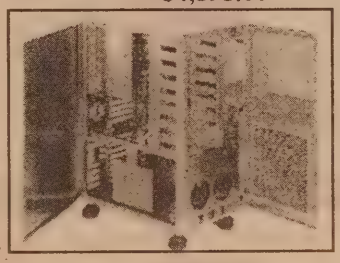
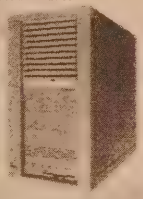
- MS Serial Mouse and 104 Keyboard
- 2X Hot-Swappable Power Supply
- Tower Case w/. 12 Bays & 4 Fans
- OS Software is available for Customer Preference, but not included.



HP LC Basic Pentium 200MHz System



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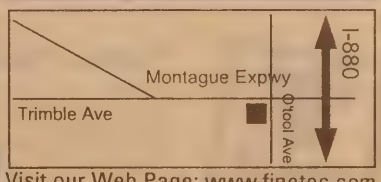

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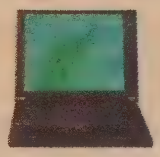

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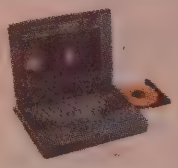

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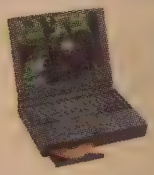

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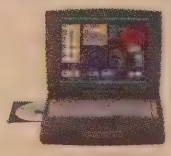

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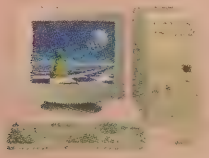

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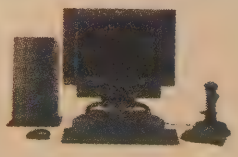

- 200 MHz MMX Pentium® Processor
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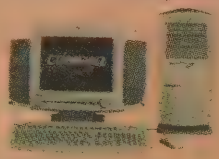

- 200 MHz MMX Pentium® Processor
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* Monitor sold separately

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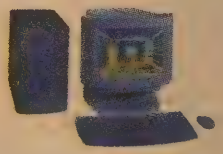
SONY PCV-100



- 166 MHz MMX Pentium® Processor
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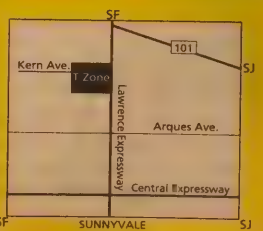

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* Monitor sold separately

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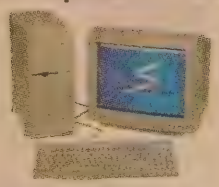

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MITSUBISHI MONITOR

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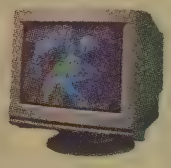
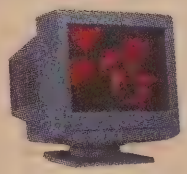


- 15" Monitor (13.8" V)
- 0.28mm dot pitch
- 1280 x 1024 @ 60 Hz

P/N 230-004902 ***$429***

ARTMEDIA MONITOR

ArtMedia TX-1664



- 15" class (13.9" V)
- 0.25mm AG dot pitch, 1024 x 768 @ 75 Hz

P/N 230-040044 ***$439***

APPLE SYSTEM

Apple Performa 6400/180

- 180 MHz Power PC 603e RISC Processor
- 16 MB RAM, 1.6 GB HDD
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* Monitor sold separately

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EIZO MONITOR

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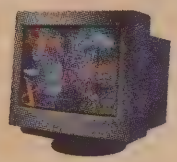
- 0.28mm dot pitch Invar Shadow Mask CRT, 1024 x 768 @ 86 Hz

P/N 230-040040 ***$799***

MITSUBISHI MONITOR

Diamond Pro 87TXM



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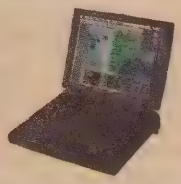

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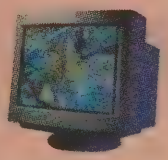

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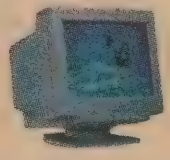

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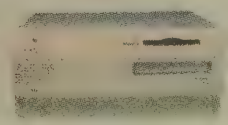

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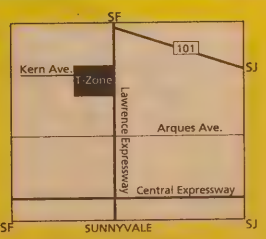

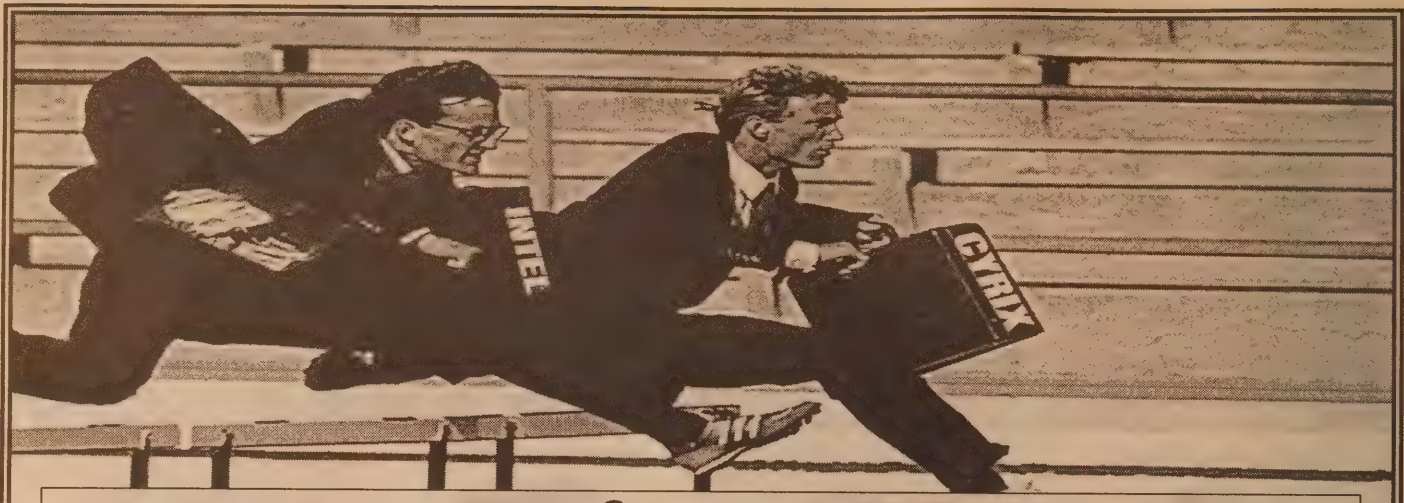

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Telecommuting *continued from page 52*

ing these problems before they compromise your performance.

A score of 40–59 indicates that you are an average candidate for telecommuting. Before you begin working this way, you must be sure to take the appropriate training, and to make a conscious effort while you're telecommuting to practice the particular communications, planning, and motivational techniques the training recommends.

A score of 20–39 indicates that success at telecommuting will require a special effort not only to learn and practice new techniques, but to overcome your current tendencies and habits of thought that make telecommuting more difficult. Before you start telecommuting, make sure you understand exactly what benefits you're hoping to obtain from working this new and different way. Then focus and refocus on these benefits to keep yourself motivated as you encounter the inevitable telecommuting difficulties and obstacles during the first six months.

A score of 0–19 indicates that telecommuting may not be your cup of tea. If you feel strongly that you'd like to succeed as a telecommuter, work with your supervisor, with successful telecommuters you know, with trainers of telecommuters, or even with books on how to telecommute until you feel more comfortable with the skills and working styles associated with this approach to work.

What's The Right Kind Of Work For Telecommuting?

By far the biggest hurdle still remaining between the present rate of growth in telecommuting and a much higher "take off" rate that will quickly bring telecommuting to the vast majority of workers in this country (and around the world), is the difficulty of many managers to find the tasks that the average person can appropriately and effectively complete from a distance.

It's perfectly understandable that this hurdle must still be jumped, because not all work is easily adaptable to telecommuting. Plumbers, for example, and surgeons, for another, are hard-pressed to get much done as telecommuters. We just don't have the remote manipulators and wide bandwidth "telepresence" that would be needed to stop a leak or resect a bowel from twenty miles away. At least, not yet!

Many service jobs, too, require a person's physical presence at the site where they're going to be flipping and serving hamburgers, receiving clothes for dry cleaning, guiding a tour or driving a taxi. But despite the difficulties in doing some tasks as a telecommuter, there are plenty more that lend themselves very well to this new way of working.

At our present state of the art, telecommuting is most effective when applied to tasks that can be done alone or in small groups, in just about any location. The more expensive, heavy equipment the work requires, the more immovable resources, and the more people who must be involved to accomplish the work,

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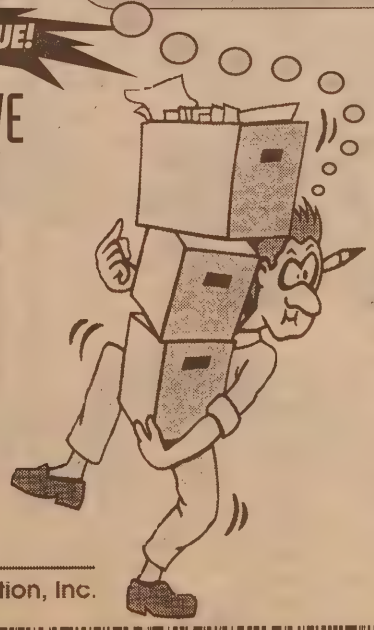

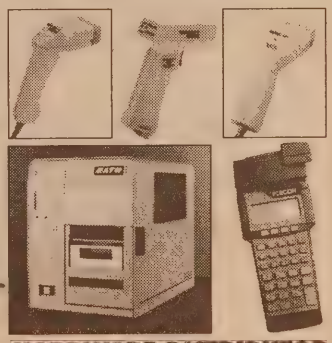

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Telecommuting *continued...*

the easier it remains to gather all the people around the necessary resources and equipment—which is the current "industrial" style of working—and have them go at it. That's why farmers, printers, fish catchers, and thousands of other workers have not yet been converted to telecommuters.

But jobs that are resistant to telecommuting are becoming a smaller and smaller segment of the overall economy. As the U.S. dominance in manufacturing, raw material extraction and processing, and similar "heavy industries" continues to wane, we're developing whole new categories of jobs that include more and more work easily done as a telecommuter.

Let's take a quick look at some of the tasks that already make sense for telecommuters:

Analyzing—Whether you're looking at financials, performance contracts, business plans, or anything else, the essence of analysis is one person thinking. This can work just as well when you're at home as it does when you're in the office—and sometimes better!

Auditing—Concentration is critical when you're trying to understand and validate a flow of cash, a value for specific goods and services, a paper trail of transactions, and any of the rest that auditors do. Interruptions and distractions make this job harder, not easier, to do.

Comparing, Contrasting, Creating—These are mental processes that don't require much of anything outside the individual's own intelligence and resources. Sometimes working in groups makes for better results, to be sure. But not always. And not always in person.

Planning—One of the most important aspects of all work, planning can be done anywhere, from a bathroom "throne" to behind the wheel of an automobile. The number of people involved and the equipment requirements—usually computers and software—generally grow larger with the complexity of the task to be planned. Yet planning essentially involves remembering the past, seeing into the future, and making realistic guesses or judgments.

continued on page 62

***Despite the difficulties** in doing some tasks as a telecommuter, **there are plenty more** that lend themselves very well to this new way of working.*

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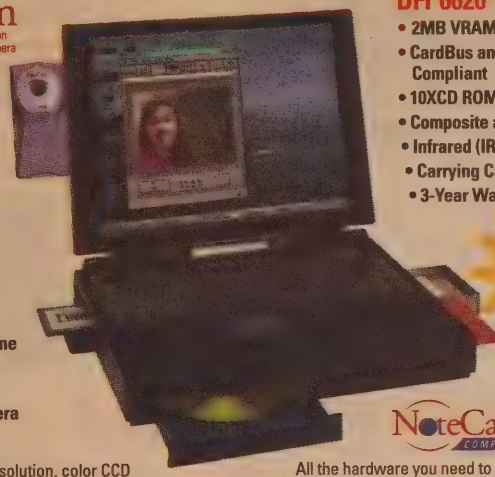

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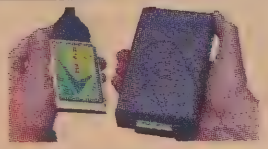

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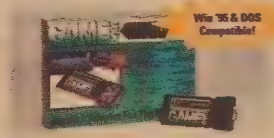

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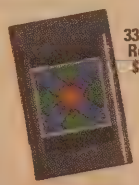

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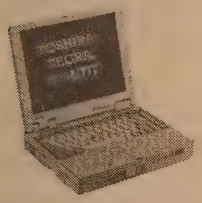

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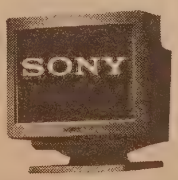

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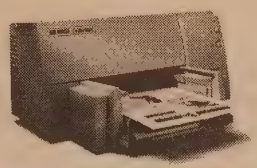

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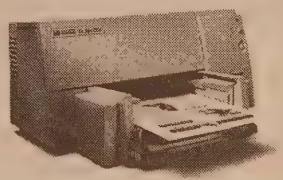

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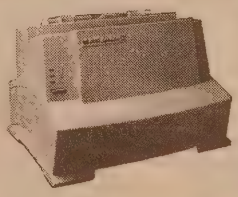

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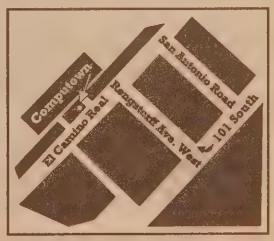

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Telecommuting *continued from page 58*

That's why a good planner with a pencil and paper can almost always produce better results than an army of bad planners using the latest gadgetry.

Problem solving—This is the prototypical work of the white collar employee. While there may be a physical, location-oriented component to some of it—identifying an "out of tolerance" condition on production equipment, for example, or gathering information from people on scene—a good deal of effective problem solving takes place inside the brain, regardless of its geographical location.

Computer work—Whether you're keypunching account numbers, programming in C++, or responding to email, nearly everything you do with a computer can be done anywhere on the planet—provided the proper infrastructure exists. Finding a way to do computer work as a telecommuter is generally a slam dunk.

Contract preparation or analysis—Just a highly specialized form of reading and writing, contract work is very often easy to transport out to a teleworker. The biggest obstacle is when large quantities of reference materials are available only on paper, and only in a centralized office. But since reference materials that require constant updating are generally cheaper and more effective when kept on computers rather than in print, this obstacle is rapidly disappearing.

Plumbers, for example, and surgeons, for another, are hard-pressed to get much done as telecommuters....

At least, not yet!

Correspondence, and filling in or processing forms—As with contract work, the reading and writing involved here are far less important than the content of what is read and written, filled in or processed. If a correspondent is answering letters, or a forms processor is examining complex documents, making the necessary documents or information available at the telecommuting location can be a little cumbersome. However, generating new materials is usually fairly easy, since the information can be typed into a computer located almost anywhere just as easily as in the office. In fact, data can be typed into a computer at one location, then printed out on a form at another. It's far easier to move the work than the worker.

Designing—This varies from high-tech engineering work that requires expensive and highly specialized computerized systems to tasks like graphic design, clothing design, and home decorating, all of which can be supported by off-the-shelf computers costing less than $3,000 or $4,000. Even a specialized printer, if you need one, doesn't drive the cost beyond the reach of the average employer and its average teleworker. For this reason, most design work can be done by teleworkers as easily as by conventional commuters traveling daily from home to office and back again.

Meetings—For decades, time-management and other efficiency experts have been writing about the expense, the inefficiencies, and the stultifying effects (on most people who attend them) of most meetings. But all this blather has reduced the number of meetings, or in some organizations the average length of meetings, by less than 5%.

continued on page 246

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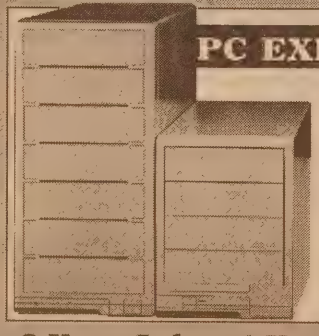

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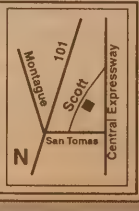

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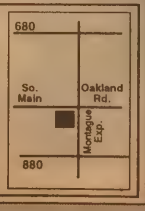

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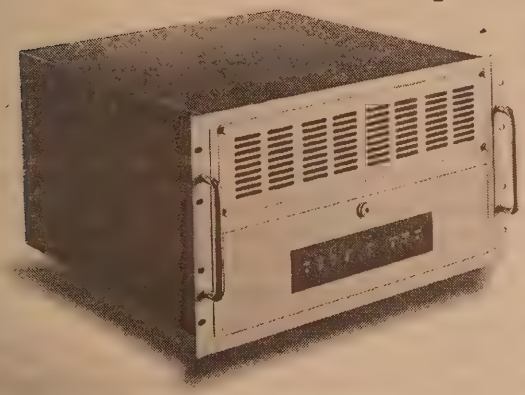

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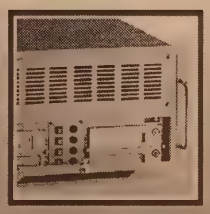

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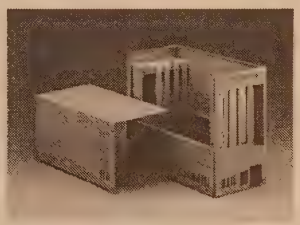

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Spartan OS/2

Part 1: Maintenance Partition

From the simplest task of just running CHKDSK on your system drive, to more advanced ones such as restoring from backups, you need to boot OS/2 in maintenance mode for recovery. Depending on your configuration, resources, requirements and preferences, the functionality available in this mode can vary from as minimal a version as will fit on a diskette, to a second full-fledged OS/2 installation.

In earlier columns, I've covered the diskette version for previous versions of OS/2. Warp4 contains many additional components (some of which were available only in the Connect version of Warp3), so not only does the boot diskette needs updating but, given the new size and complexity of the operating system, this is also a good time to consider hard drive maintenance partition options.

Last time I mentioned that a very basic Warp3 installation took less than 30MB of disk space, while Warp4's takes at least 80MB. It is also obvious that more is loaded in memory at boot time. Much of the installed stuff is not really useful to, or usable by, the average user, but you can't opt out. For example, the networking components are always installed, regardless of whether you are on a LAN or not (while, for unclear reasons, it seems to be required for modem connections to the Internet from standalone systems, you cannot avoid it even if you opt out of such connectivity—the TCP/IP component—altogether; ditto for some Java components). In fact, the installation program reports the space requirement going up from 29MB to about 80MB when just networking is added. And I won't even mention various system management and troubleshooting features relevant only to corporate system administrators.

Clearly, this leaves a wide range of possibilities for a maintenance partition, but neither the absolutely minimal configuration nor those for varying degrees of additional functionality are accessible to even the more technically proficient—let alone average—users. The purpose of this two-part series is to describe three approaches to the spartan OS/2 problem. This month I discuss two software utilities which create a minimal booting facility, either on a diskette or hard drive—or a limited PM/WPS maintenance partition.

Much of the installed stuff *in Warp4 is not really useful to, or usable by, the average user, but you can't opt out. For example, the networking components are always installed, regardless of whether you are on a LAN or not.*

Bare Bones

For the absolutely minimal functionality you can, of course, use the first two Warp4 installation diskettes to boot OS/2. But if you want a single-disk boot, or the equivalent maintenance partition, one utility will create either for you.

The latest, Warp4-compatible version of Performance Plus comes with the BOOTOS2 utility. It requires two 1.44MB floppies, but one is for utilities that don't fit on the boot disk, such as CHKDSK, FORMAT and so on, (see below). The equivalent maintenance partition requires about 2MB, and you can add to it as much as you have available and want to use for other purposes.

BOOTOS2 uses the Warp4 installation diskettes. When you click on its icon, you get the window in Figure 1, prompting to select one of the two options—diskette, or hard drive. Choose one and simply follow the instructions. Listing 1 shows the content of the two diskettes created by BOOTOS2. There are only difference between it and the hard disk version. One is the

Figure 1

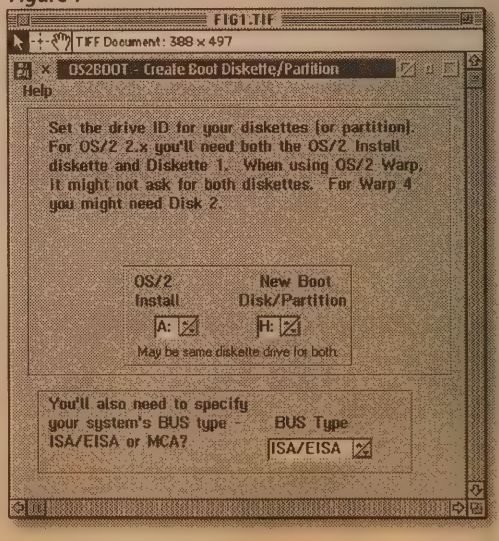
FIG1.TIF
TIFF Document: 388 x 497
OS2BOOT - Create Boot Diskette/Partition
Help
Set the drive ID for your diskettes (or partition). For OS/2 2.x you'll need both the OS/2 Install diskette and Diskette 1. When using OS/2 Warp, it might not ask for both diskettes. For Warp 4 you might need Disk 2.
OS/2 Install
A:
New Boot Disk/Partition
H:
May be same diskette drive for both
You'll also need to specify your system's BUS type - ISA/EISA or MCA?
BUS Type
ISA/EISA

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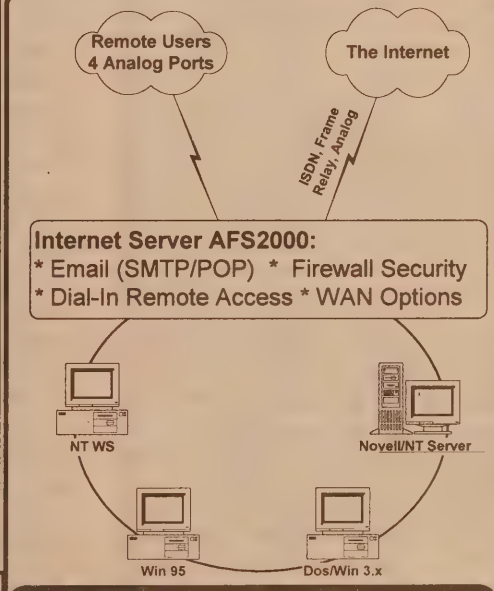

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file KEYBOARD.DCP. There are two versions of it on the installation diskettes: a 275,644 one (also part of a full OS/2 installation) is copied to the maintenance partition; a smaller, 28,097 version (used only by the OS/2 installtion program) is copied to the boot diskette. The other difference is that four small DLLs are copied to both diskettes, but there is no such duplication on hard disk.

In both cases BOOTOS2 also backs up your .INI files, just in case, but they are optional and you can delete them. You can add any other programs or files you deem useful to the utilities diskette or maintenance partition.

Whether any modifications are needed—and possible!—depends on your hardware configuration, what you want to access in maintenance mode and space availability. This is not a problem on hard disk, but the boot diskette is full, so to add anything you must delete something.

Listing 2 shows the CONFIG.SYS file created by BOOTOS2 on the boot diskette, with a few modifications in lower caps. The generic (IBMINT13.I13) and IDE (IBM1S506.ADD) disk drivers take about 65K. But I have only SCSI hard drives connected to a DPT controller, with two drivers under OS/2, DPT20XX. ADD and DPT20XX. SNP. Also, since I'll boot from the diskette for restores from backups, I also need the FASTBACK. SYS driver. Luckily, the three drivers take only about 40K, so a substitution was possible. I could have optionally used the IDE driver for access to my CD drive but, as the Listing 2 shows, that would require some additional drivers (REMmed out in the file), for which there is no space.

You can also make cosmetic and performance improvements. For example, given my 64MB of RAM, I increased the size of DISCACHE and HPFS cache to 1024 and I added DELDIR and improved PROMPT SET statements.

With this information you now can, of course, replicate the procedure manually. But given the price of Performance Plus—and the other goodies it offers (more on them in future columns)—the drudgery is hardly worth it.

Additional Functionality

By the time you read this, the Warp4 version of the OS2BOOT free utility should be out of beta. It offers more functional diskette and hard drive options, as follows:

Minimal: Supports one or more OS/2 full screen sessions; 16-and 32-bit OS/2 full screen applications; on a hard drive, full screen VDM sessions and ability to switch between sessions. Two 1.44MB diskettes (or a 2.55MB), or equivalent hard disk space.

PM: Supports one or more OS/2 full-screen, or PM sessions; optionally, both seamless and

continued on page 150

Listing 1: OS2BOOT Diskettes

ANSICALL	DLL	512	\	
BKSCALLS	DLL	512	|	
BMSCALLS	DLL	512	|	
BVHINIT	DLL	10540	|	
BVHVGA	DLL	42387	|	
BVSCALLS	DLL	512	|	
CLOCK01	SYS	4048	|	
CMD	EXE	74640	|	
CONFIG	SYS	644	|	
COUNTRY	SYS	6185	|	
DOSCALL1	DLL	123680	|	
HARDERR	EXE	9415	|	
HPFS	IFS	141378	|	
IBM1FLPY	ADD	35310	|	
IBM1S506	ADD	54326*	\	Boot
IBMINT13	I13	9982*	/	Disk
IBMKBD	SYS	7726	|	
ISAPNP	SNP	21372	|	
KBDBASE	SYS	29013	|	
KEYBOARD	DCP	28097!	|	
MOUCALLS	DLL	1024	|	
NAMPIPES	DLL	1024	|	
NPXEMLTR	DLL	21812	|	
OS2CHAR	DLL	512	|	
OS2DASD	DMD	35402	|	
OS2SCSI	DMD	11628	|	
PNP	SYS	2152	|	
PRINT01	SYS	12510	|	
QUECALLS	DLL	1024	|	
RESOURCE	SYS	39992	|	
SCREEN01	SYS	10962	|	
SESMGR	DLL	1536	|	|
KBDCALLS	DLL	1024	|	\
MSG	DLL	512	|	|
NLS	DLL	512	|	|
VIOCALLS	DLL	2048	/	|
				|
ATTRIB	EXE	37277	|	
CHKDSK	COM	70208	|	
FDISK	COM	110520	\	Utilities
FORMAT	COM	69408	/	Disk
ORIGINAL	SYS	2684	|	
OS2	INI	149612*	|	
OS2SYS	NI	68814*	|	
OSO001	MSG	178141	|	
TEDIT	EXE	9390	|	
TEDIT	HLP	14596	|	
UHPFS	DLL	186064	/	
XCOPY	EXE	51088		

Listing 2

```
IFS=\HPFS.IFS /C:64 /autocheck:deh

basedev=dpt20xx.add

BASEDEV=IBM1FLPY.ADD
BASEDEV=IBMKBD.SYS
BASEDEV=OS2DASD.DMD
BASEDEV=OS2SCSI.DMD

BUFFERS=70
IOPL=YES
MEMMAN=NOSWAP
PROTSHELL=CMD.EXE
PROTECTONLY=YES
PAUSEONERROR=YES
DISKCACHE=256,LW

SET OS2_SHELL=CMD.EXE
LIBPATH=.;\;
SET PATH=\;b:\;
SET DPATH=\;
SET KEYS=ON

COUNTRY=001,COUNTRY.SYS
CODEPAGE=437,850
DEVINFO=KBD,US,KEYBOARD.DCP

rem IFS=\OS2\BOOT\CDFS.IFS /Q
rem basedev=ibm1s506.add
rem BASEDEV=ibmidecd.flt

rem DEVICE=\OS2\BOOT\OS2CDROM.DMD /Q
rem BASEDEV=PRINT01.SYS /irq

device=\fastback.sys
```

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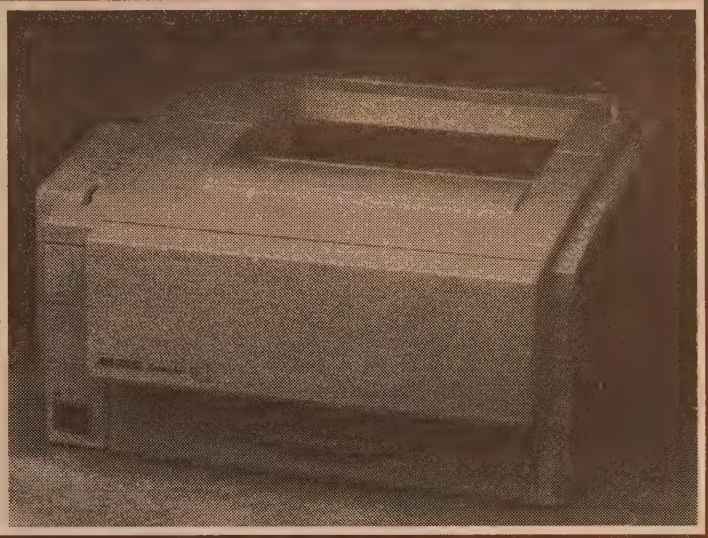

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Your Basic Macintosh

Claris Solutions For The Small Office

What if you have a Macintosh with no software at all? What is the ideal "basic setup" to run a small or home office on an Apple?

I asked that of some of my friends around the Internet, and quite a number of the answers involved Claris products. Claris is, as you know, the on-again, off-again subsidiary of Apple (on, right now) which makes software not only for the Macintosh but even for the dreaded Windows platform.

This month we look at three Claris applications. ClarisWorks 4 is a robust integrated suite of applications that can run a small business. Claris Organizer is a personal information manager and calendar. Claris Em@iler is designed to handle email, and enables considerable automation.

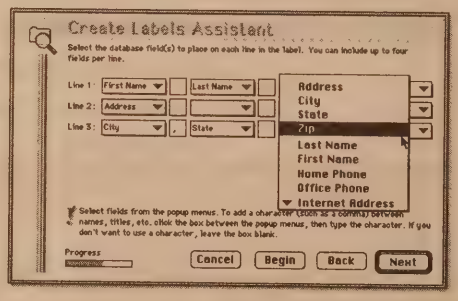
ClarisWorks v4

Tom McRae worked more than forty years as an entomologist in tropical countries around the world. He has recently retired from the University of Queensland in Brisbane, Australia.

Although still involved in malaria research, he has turned his focus to other projects. He is a professional-quality miniaturist, and has been a radio host with a Scottish folklore show in Brisbane. He and his wife just traveled through China, Mongolia and Russia, and broadcast their travel diary to fans across the Internet. When I asked him what he used on his Mac, he responded "Personally I'm into ClarisWorks 4, a coordinated package that manages to put a word processor, data base, spreadsheet, draw/paint, and communication into one programme. They can be combined as necessary."

We reviewed ClarisWorks 3 in this column some time ago, and found it an ideal solution for the Macintosh business-person. Version 4 has increased ClarisWorks' claimed market share to over 80%. Each module is quite competent in its class. As an integrated team, the modules are outstanding.

Much of the upgrade between versions three and four was the improvement of these individual components. The word-processing module, for instance, got improved formatting. It is now possible to format sections of a document separately. The outline view can be applied to portions of text as well as to the entire project.

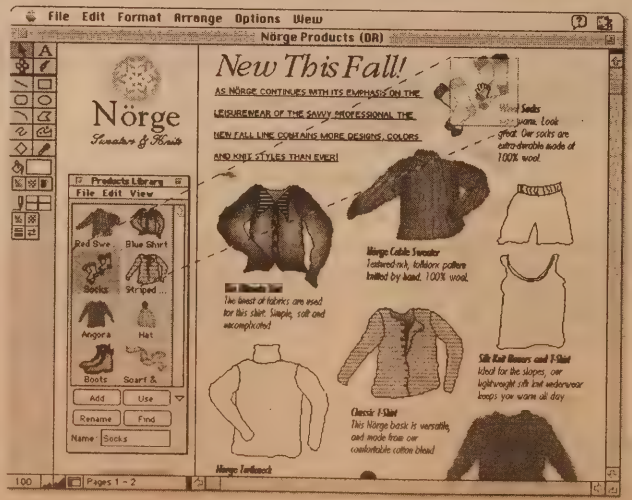


Particularly important is the introduction of WorldScript, Apple's version of Unicode, the multiplatform system for encoding languages from around the world (and from the past). With a separate kit (which must be purchased from Apple) it is possible to write ClarisWorks documents in Chinese and in Japanese, with more languages to come. In a world in which communication with Asia is critical, this is a powerful feature.

There is also a new, floating style palette. One can format text from it, or apply outline styles, or create special styles to use in the other modules thus making it easier to be sure that your database reports conform to the company style-sheet.

Claris seems to have expended some study on what people do with the product. They have paid particular attention to simplifying repetitive tasks: automating the application of styles; making it easier to design reports, enter names, and create mailing labels in the database. They have facilitated the creation of certificates in the word processor.

The program does most of the things a small office needs and automates the most common ones. There are now "assistants," that is, automated



Top: ClarisWorks Label Assistant; Bottom: Drag-and-drop in ClarisWorks

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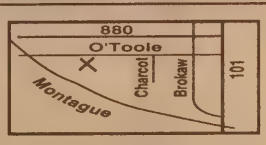

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Small Office/Home Office *continued...*

walk-throughs for eleven different projects in the program.

All the modules are designed to nest within one another. If you are working in a draw module and want to include a chunk of spreadsheet, you can simply paint the spreadsheet module into the draw document. The spreadsheet commands then appear on the menu bar. It is as simple to open a text frame. While you work in the text frame all the commands are changed to the word-processing commands, and you are effectively working with the text module.

Claris seems determined to make ClarisWorks succeed in any environment. You can import and export ClarisWorks documents in dozens of different formats, from AmiPro to XYWrite. You can also write rudimentary HTML pages with the word processor, and there are pre-installed macros to help in doing so. You can include some pictures in the document, but there are a number of features of HTML which are not supported.

ClarisWorks stretches to accomplish amazing tasks. Because you can embed applications within applications, you can build a very complex document with features from several of the ClarisWorks modules. Then you can save the compound document as a template and reuse it again and again.

Another appealing feature of ClarisWorks is that it is truly "bi-platformal." You can build documents on a Macintosh and then open them without modification in the Windows version of ClarisWorks 4. This means that an office with two kinds of computers can standardize on a single software package.

The various modules are powerful, and their integration is smooth and reliable. Claris has garnered a great share of the market by pricing ClarisWorks at $99—a level one expects for utilities. The price has made ClarisWorks very appealing to schools, and Claris has made it even more so by creating special packages for education. If one is trying to operate a school or

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Small Office/Home Office *continued...*

any business on shoestring, ClarisWorks 4 can make it possible.

Claris Organizer v2

Frederick Douglass Perry of Greatwork is a television producer, director and production manager who has also delved into many of the other parts of the TV universe. When we first met, personal computers were speculative fiction and Fred only dreamed he would have one to run his lighting cues. His life takes him to all parts of the freelance television world, from station to station and into projects around the Bay Area. He has to make and keep appointments in dozens of places every week. His contact and time-management software has to work every time.

He lives by his PowerBook, and he uses Claris Organizer v2 daily to keep track of everything in his life. Many times by the end of a meeting or conference call he has already neatly stored everything he needs. He has updated his contact list, written a brief note about the meeting, and jotted down times for follow-up meetings. He once lived off of scraps of paper tucked in binders and Day Planners, and many times found himself frantically looking for notes or business cards.

"Management of large complex video projects like last year's Economic Summit requires that you keep track of several moving targets," he says. "A remark tossed off in a meeting like 'We need an uplink truck,' spins out into several dozen follow-up calls. As a small business I have few resources to fall back on. My business lives and dies by organization and Claris Organizer is at the heart of that organization."

Organizer has four modules: a calendar, a contact list, a task list, and a note-taker.

The notetaker is just that, a simple text-processor that lets you write about anything you need to remember. The to-do or task list lets you make short reminders about things that need to be done, and assigns them due-dates. The calendar is a daily, weekly or monthly view of appointments. The contact list is a database of people that you may need to reach again. It has fields for all their telephone numbers, for their addresses at home and work, their birthdays, and anything else you want to add.

So, what's the big news? Why does Fred Perry love this product so much? It's the "little touches." I have never seen a personal information manager so full of small, helpful features. They come, perhaps, from the fact that Organizer is a second-generation Macintosh product. Mac people are demanding and bright, which is why they bought a Mac in the first place. I am sure they barraged Claris with helpful "Gee, why don't you add this?" messages.

The Calendar, for instance, looks like a standard calendar in other personal information managers, but it has multiple adjustments you can make. Each day can have an "event banner" that reflects something that is going on all day. Each day can be lengthened or shortened. You can view by day, by week or by month.

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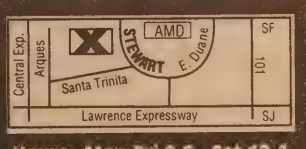

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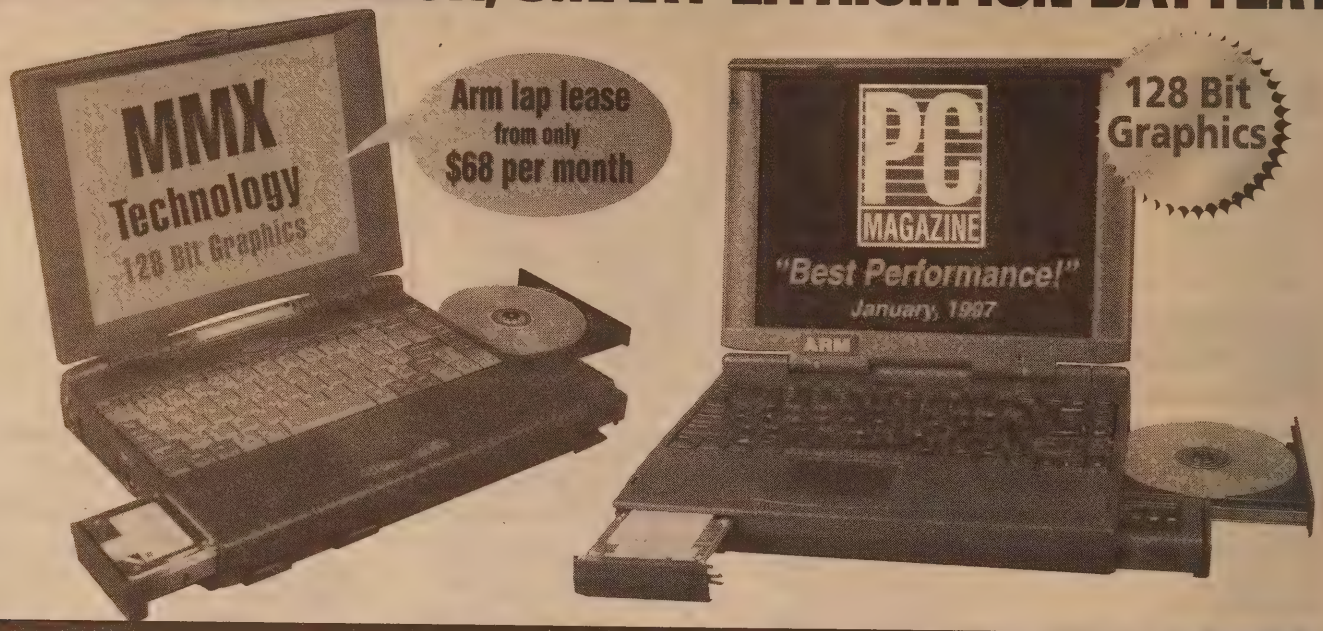

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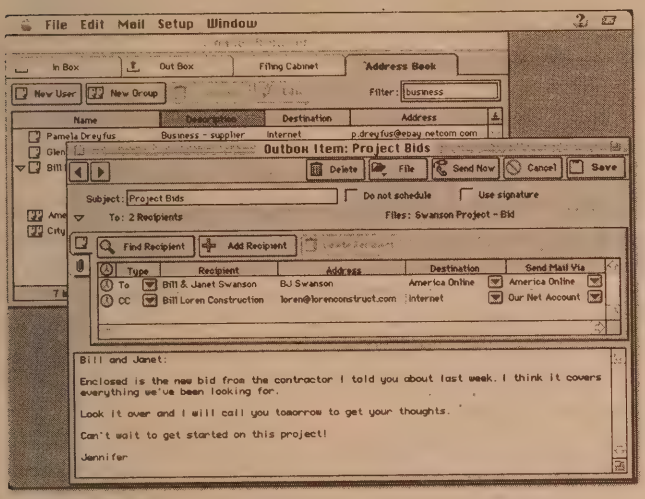

Sending mail with Claris Em@iler

When you view the calendar by day or by week, you also see your list of tasks, things you need to do that do not have a fixed time. You can set various priorities that will show as different text colors.

The task list I have before me has a note that says "Call Claris." And beside it is a symbol for a paperclipped card. It means that I have attached another item to it. What kind of item? Any item in Claris Organizer or any file on my hard disk. I have attached a note with the questions I want to ask. I also attached a contact card for the person I want to speak to. This means that all the relevant information for this call is available from the calendar—the task to do, the person to reach, and the questions to ask when I do. Instead of keeping the person you have called waiting while you look for your notes, you have them all before you. You can use the attachment feature to append project documents like spreadsheets or formatted word processor files. Fred says that when he is working on a project he will use this feature to pull together various production elements like scripts, PowerPoint demos, sound files, QuickTime movies and budgets.

Each item in each module has a small tab. You can click on that tab, and drag the item to any other item in any module. If I choose to move a task module to the calendar, I can do so by dragging and dropping the task onto a calendar page. All of the attachments come along. And if I look at this task on the task list, I will find this appointment as one of its attachments. The connections are two-way.

The four different modules are soon woven together with a spider-web of your connections. A birthday party for the kid (in the calendar) is associated with five people to call (from the contacts list), what the kid wants (in a note from February, when you overheard it), and several things you need to do before then (in the task-list).

Each of the modules has its own "touches": Want to move an appointment in the calendar? Grab it and move it. If I want to time-stamp my notes about a conversation, there is a little clock on the notepad. One click on it and the date and time are entered in the note. No need to save information—Organizer autosaves everything you do as soon as you finish it.

One of the nicest revisions in v2 is the drop-down menu that sits on

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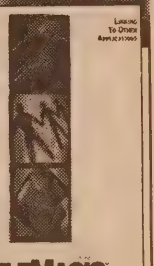

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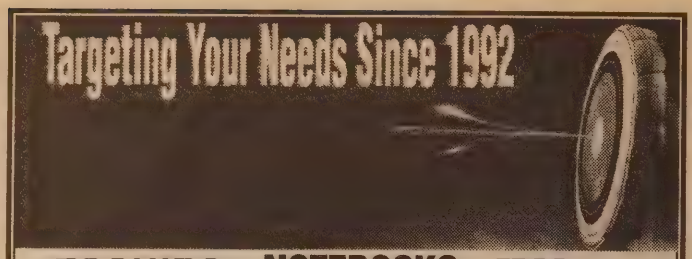

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Small Office/Home Office *continued...*

the menu bar even when Organizer is not running. Called Instant Organizer, it allows you to create and find contacts without having to launch the program. If your search needs a higher level of complexity you can launch Organizer from this same menu. Included in this menu are today's events, appointments and tasks. You can also post frequently-called contacts to the drop-down menu.

One of the things Fred Perry particularly likes is Organizer's categories. He works on many different projects. Sometimes he wants to focus on a single undertaking. In Organizer you can assign any item to two categories. You can use those provided by Claris or make up your own categories. At any time you can decide that you want to see only the items that relate to a certain category. When you choose to restrict your attention in this way, everything else vanishes from that "view."

You can construct views based on criteria other than categories. You could build a view that excluded everyone who lives in Redmond, WA, for instance. It is possible to make quite complex criteria for views, to have Organizer memorize them, and to summon them instantly from a menu. This filtering is possible only in notes, tasks and contacts; in the calendar all items still show. You can use these memorized views for tasks like printing mailing lists or labels.

Organizer will talk with Claris Works and Claris Em@iler. You can click on a letter symbol on the contact "card" and Organizer will offer you a variety of form letters. Choose one, and Organizer will start ClarisWorks, open the word processor, and create that form letter addressed to the person you wish it sent to. You can of course personalize these letters and add new ones.

Claris Em@iler v2 is a highly automated product. You can send email to someone by clicking on the email symbol on the contact card in Organizer. Em@iler will be launched and a pre-addressed email composition window will await you.

Economics Are Us

One can be suspicious of one-vendor solutions, but I must admit that a business that uses ClarisWorks, Claris Organizer, and Claris Em@iler has just about everything it needs. Add a Web browser and you are ready to go. And Claris' prices are extraordinary. The most you can pay is $99 for ClarisWorks, $69 for Claris Organizer, and $49 for the Em@iler. On my abacus that works out to $217 for a very complete Macintosh software solution. ■

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RESOURCES:

All are list prices:

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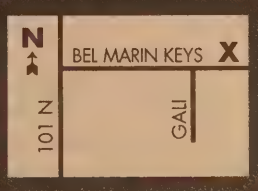

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BY ROYAL P. FARROS

The Making Of An Internet Startup: Part VII

Silicon Valley: The Worst Place In The World To Start An Internet Business?

Quick iPrint

Update: I mentioned in my last article that we were experiencing 66% growth a month. A nice, big number, but one that had to be put in perspective since we started out small.

Well, we're hitting 300% growth this month, and this is even before our promotion with a soon-to-be-named national bank kicks in!

More important, though, is the number of "strategic partners" that have approached us: We're about to start doing all kinds of cooperative things with some of the biggest players on the Internet. Doing something useful and unique has its benefits.

At fourteen employees and an outside contractor, we're moving from the ranks of a teeny-tiny, little startup to just a little startup. Soon, we'll actually be a real, live small business.

Hiring: "Free Agency" in Silicon Valley

To paraphrase Charlie Manson, "Am I just crazy, or is hiring in Silicon Valley just the worst?"

Should this surprise us? We live in the Bay Area, where everyone agrees that housing prices are ridiculous. They've been this way all of my adult life.

The recent baseball fiasco found both white- and blue-collar fans agreeing that a baseball player making an average of $1.2 million and going on strike at the direct expense of the baseball fan was intolerable.

And now hiring in Silicon Valley is going through its own form of "out-of-control free agency" which threatens to kill the very impetus that got the Valley where it is today: The garage shop startup is being priced out of existence.

Look at the headlines: One of the Internet rags recently ran a story about a programmer, "just an average Internet-skilled programmer," demanding a $250,000 "staying" bonus.

What?!

I know executives at major corporations that don't get $250,000 a year in salary, let alone a middle management "staying" bonus of this magnitude.

Okay, to be fair, buried in fine print, the article did mention that this was spread over three years. It even implied that it might be paid in Silicon Valley currency, the almighty stock option. ("In God We Trust... Everybody Else Vests.")

But these sensationalistic headlines are driving employers bonkers. It's no wonder that hiring in the Valley is as bad as it has ever been...

... or is it?

Hiring in Silicon Valley is going through its own form of "out-of-control free agency" which threatens to kill the very impetus that got the Valley where it is today:

The garage shop startup is being priced out of existence.

The Good Old Days?

If I think about it, hiring people in the Valley has always sucked. Just like the aforementioned housing prices in this area, employers have always been blown away by the salaries tech people command.

Certainly, it's been easier, like during the "right-sizing" days of the late '80s and early '90s. But the people you wanted still seemed to be in that, "you're kidding, aren't you?" salary range.

What's an entrepreneur to do? What we've always done: Get creative.

How To Build An Enormous Staff With No Money

I just put this gratuitous headline in to see if you were still paying attention. Unless you're a charity, a religion, or a cult, you can't build a staff without some form of compensation. Assuming you'll need a range of employees, there are creative ways to hire people on a small budget—because compensation is really, truly in the proverbial eye of the beholder.

For example, there are lots of people in other industries desperately trying to get into the high-tech world. These people know that they'll need to pay their dues.

There are lots of people in other states who desperately want to work in the Bay Area: I mean, there's been a gold rush going on in California since 1849, right?

There are also lots of people who aren't in any industry... college kids. Sure, the engineers are fought over, but, being an engineer, it seems to me that my liberal arts friends always had the most common sense, especially since they had enough common sense not to go through the rigors of an engineering program! (Okay, just kidding... kinda.)

Given that almost every college student has practically grown up with a PC in their lap, it's safe to say that even liberal arts majors have a

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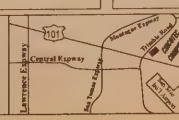

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The Making Of An Internet Startup *continued...*

sufficient foundation in the "professional" use of computers to make them full of high-tech potential.

Two "intangibles" that have always helped provide additional value and can't be underestimated: A great working atmosphere (it's disgusting how many bad office environments there are out there), and giving people more responsibility than their experience may otherwise merit.

Of course, the real cash "equalizer" is the stock option—that which symbolizes the American dream of ownership and potentially early retirement—and what is arguably the strongest weapon every tiny company has against Goliath counterparts. The fact that companies actually grow big, go public, and make some people filthy rich are what gives this form of compensation credibility.

*Assuming you'll need a range of employees, there are creative ways to hire people on a small budget—**because compensation is really, truly in the proverbial eye of the beholder.***

Absolutely Insane or Slightly Crazy?

I really wanted to write an article that said, "Starting an Internet business in Silicon Valley Sucks." (Only in the '90s can you use the word "sucks" twice in a business article without wincing!)

But the more I thought about it, the more I just couldn't bring myself to *completely* agree with this eloquent conclusion.

Yes, it's true: California taxes are terrible. Rents are sky-high. And employers actually have to aggressively compete for employees. But—things get accomplished here in a way that is unduplicated anywhere else. Maybe it's because the Emperor was wearing clothes after all... that "believing" makes things happen. There's a "can do" passion that blooms in this area. The scent of success is palatable here.

So, while starting a company in a place like Utah, San Diego, or even Vancouver may be desirable, if you're inexplicably tied to this area like I am, it's still possible to live and succeed in Silicon Valley, as painful as it is, even as a proverbial garage shop startup. ■

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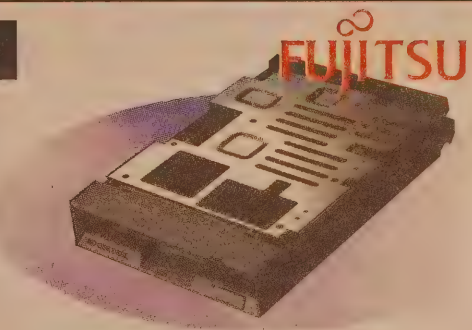

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Thanks to the Marin Civic Center for allowing us to take photographs at their building, which was designed by Frank Lloyd Wright somewhat before AutoCAD was written.

Building The Future At Autodesk

By Mary Eisenhart • Photo: Jay Blakesberg

As we're going in to talk to Ro[illegible] exuberant Rottweiler plunges through t[illegible] doorway, a slightly harried owner in tow. ✣

"Our code is safe!" quips PR-oid Jen Reidy. ✣ As Autodesk (*http://www.autodesk.com*) celebrates its fifteenth anniversary, its spiffy new buildings in San Rafael befit its status as the world's fourth-largest PC software company (behind Microsoft, Adobe, and Novell). ✣ Spiffy buildings or no, the dogs remain. When the company was founded in 1982 (its first ten years are extensively chronicled on cofounder John Walker's Web site, *http://www.fourmilab.ch/*), the founders had had quite enough of restrictive corporate culture themselves, and also realized that a congenial work environment was essential to attracting and keeping the sort of talented engineers and programmers necessary to keep the products on the leading edge. Consequently, Autodesk pioneered work-at-home long before telecommuting became a buzzword; it also pioneered a policy of letting employees bring their beasts to work. ✣ When I comment that it will be a dark day when there are no dogs at Autodesk, Carr and Reidy exchange glances. ✣ "That," says Carr, "would be a difficult thing to pull off." ✣ "The conference rooms here are named after dogs," says Reidy, "and many of them have pictures of dogs inside." ✣ "One of the hottest contests in recent memory was last week," laughs Carr. "We raffled off the naming of ten conference rooms whose pets have moved on, for whatever reason. So all the people who had dogs, who hadn't gotten their dog's name on a conference room, really really wanted to win that raffle! You should have seen it. ✣ "We were pulling names—'The next winner is—*Susie!* For her dog, *Sasha! Yaaaaaaay!*' I haven't seen that much excitement since maybe one or two of our peak R14 events."

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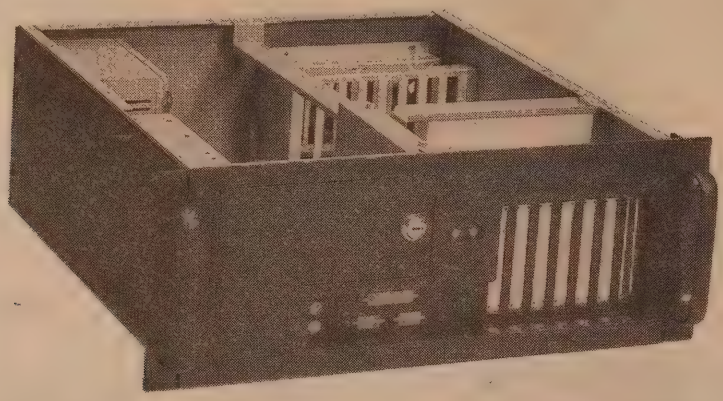

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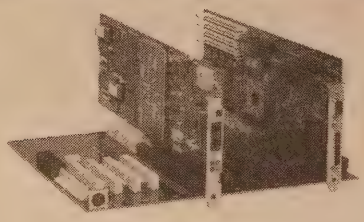

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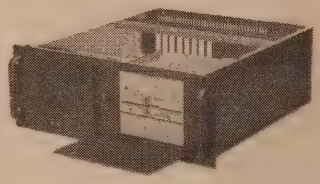

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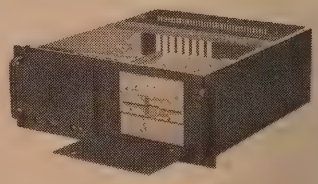

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"R14," as it is known around Autodesk, is AutoCAD Release 14, the upcoming release of the company's flagship product. Back in the '80s, the first version of AutoCAD took computer-aided drafting and design to the PC platform, driving the growth of a huge industry that could now bypass the requirement for expensive mainframe- and mini-based systems. AutoCAD has led the pack ever since.

When we last visited Autodesk to interview Walker before his return to Switzerland five years ago (Issue #95), the company was in a turbulent state and facing an uncertain future. Opinions varied wildly as to why this was so, but one clear problem was that AutoCAD was aging—it had not yet been ported to Windows, for one thing, and Walker minced no words about the perils of Bill Gates deciding to go into the CAD business,

PHOTO © 1994 BY JAY DANIEL, COURTESY OF AUTODESK

PHOTO COURTESY OF AUTODESK

Left: Carr, Bartz, and Herr with the new arrival; above: human and canine members of the R14 team.

or help some undreamed-of competitor with a more Windows-friendly product.

Autodesk recruited Carol Bartz, then a vice president at Sun, as chairman, CEO and president of the company (Eric Herr was recently promoted to the president/COO position). Bartz has proved a strong leader, with an uncanny ability to be credible to engineers and financial analysts alike. She's streamlined the company's structure, hired effective managers, and strengthened its leadership position.

Among the managers she hired, now vice president of the AutoCAD Market Group, was Robert Carr. Veteran *MicroTimes* readers will remember Carr not only as coauthor of the ahead-of-its-time Framework but as the architect of the PenPoint operating system for GO Corporation (see Issue #81). Carr's expertise in object-oriented programming was an excellent fit for the challenges facing AutoCAD.

"I came to Autodesk in November of '93," says Carr. "I was attracted by Autodesk's history of technology leadership and the unique position they have in the marketplace—a strong position with their products, especially AutoCAD; a great legacy; and a lot of good people here.

"At that time it was clear that Autodesk hadn't finished really making a transition from an '80s DOS-intensive era into the '90s, transitioning the user base forward from DOS to Windows. That seemed like a good set of challenges to put my shoulder against."

Carr credits the large and hardworking R14 development team for achieving seemingly impossible tasks—not simply adding new features, which are there in abundance, but causing the resulting software to run faster under Windows 95 and NT, on the same hardware, than Release 12 ran under DOS.

"In the last few years," he says, "not only have we extensively rewritten AutoCAD to the point where it's almost a whole new product; there's a whole new generation of great engineering talent that matches the legacy that John Walker and a lot of great founder-developers really laid in the first ten years or so. They've all happily been able to move on with their lives, and we have a really good crew here living and breathing AutoCAD these days."

✣ ✣ ✣ ✣ ✣

Very basic question—what is AutoCAD?

Analogy might be the best tactic to answer.

Just as PCs use WordPerfect or Microsoft Word to replace typewriters, and they use 1-2-3 or Microsoft Excel to replace calculators plus accounting paper, AutoCAD is really the electronic equivalent and replacement for drafting boards. Wherever you saw drafting boards used in the past, and still used today, to produce blueprints, those drafters are increasingly using AutoCAD on top of a PC to gain all the advantages you usually do with automation on a computer. Not only is creating the drawing faster, because the computer can aid you in many drawing-construction steps, but when you have to go back and make a correction, your correction times and editing times are dramatically smaller. You don't have to redraw anything—you just have to delete the one small piece and redraw it. The rest is still there.

There's a lot more going on than just a drafting board, though—for instance, the computer and the software are aware of the properties of different materials. How does that work?

That's a great question. AutoCAD's roots in the early '80s started as replacement for the drafting board, and it continues to be used very prevalently for that today.

But drafting is just a single step in a larger process called design. What the companies performing design really want is for the software to help them produce better designs, not just do

continued on page 90

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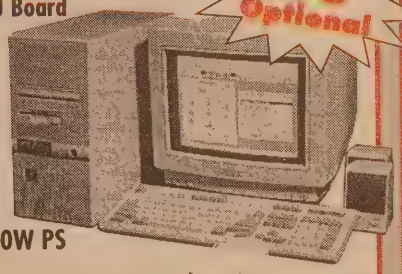

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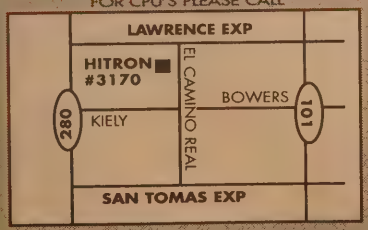

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drafting faster. So AutoCAD early on got quite sophisticated in providing capabilities to support better design.

AutoCAD can understand things such as the materials you're using, and help you calculate certain aspects of your design, like center of mass. But it also soon added a very strong 3-D design capability so you can draw your design in three dimensions. Once you've done that, you can quickly produce a variety of two-dimensional-oriented views of it, from the single 3-D model that you can create inside AutoCAD.

So the desired output for AutoCAD is always drawings?

Virtually always. There are some interesting exceptions. It takes time for processes and society to change. Over the next decade or two we think there will be a slow change away from drawings—but never completely away.

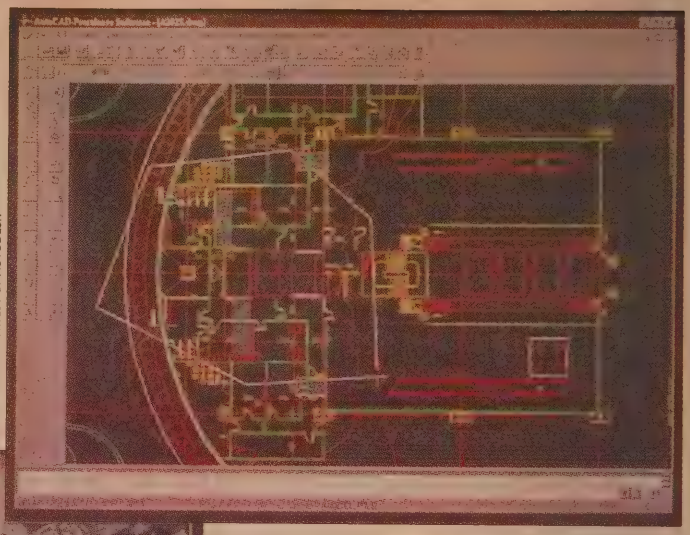
Today, in virtually all the fields where AutoCAD is used, the ultimate product still is a set of drawings. We think that with the Internet, those will increasingly be electronic drawings exchanged over the Internet, but they still will be drawings. They still will oftentimes have legal signatures attached to them, showing that this drawing came from a structural engineer and that he or she vouchsafes that it has structural integrity and will hold up the floor above.

As an example of some other forms of output—AutoCAD can output a file format called STL, which is used for stereo lithography. It's a file format standard that will automatically drive a laser machine to cut a piece of plastic to match the shape described by the STL file. So if you want to do rapid prototyping, you design your part in 3-D in AutoCAD, produce an STL file out, and some minutes later, your STL prototype-maker has cut a part that exactly represents your design, and you can now go use that prototype.

That's a good example—there was no paper drawing in between the design and AutoCAD producing this prototype part.

Another good example would be directly producing numerical control instructions to drive a numerical-controlled metal-cutting machine. Again, the PC design software can directly drive the metal-cutting, no drawings in between.

Though usually, even in these cases, the person who's overseeing the metal-cutting machine likes to have a set of drawings, not because they're going to program the machine from them, but so that they can make sure they know what's being built and why, and they can make sure it's coming out to spec when it comes out of the machine.



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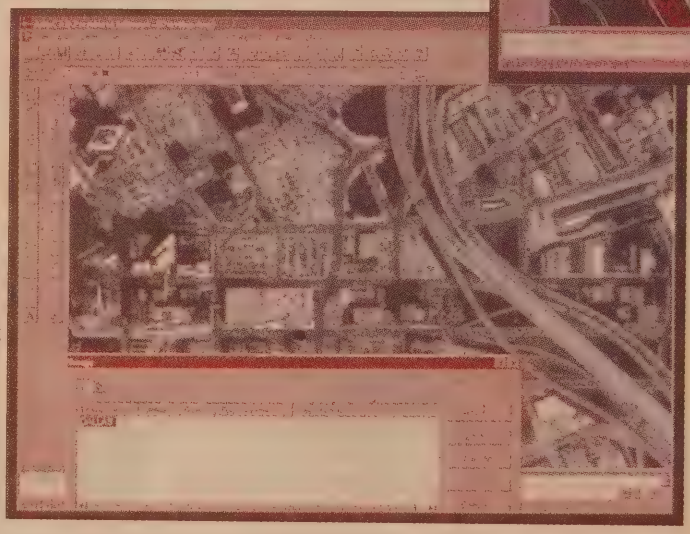

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R14 adds raster capabilities (above) to AutoCAD's traditional vector format (above right).

How do your customers use the product?

AutoCAD's used principally in three major markets: mechanical CAD or MCAD; AEC, and GIS.

MCAD is not buildings, bridges and civil—it's brackets, it's automobile parts, it's furniture, it's bearings on a swivel chair. It's a wide variety of typically metal- or plastic-formed, molded or machined parts, that are typically assembled together to form some working product. Two of the largest MCAD markets are aerospace and automotive, of course, but virtually everything that's built that isn't clothing or bridges, roads and buildings probably falls more into mechanical CAD.

A lot of the smaller shops that service the large automotive and aerospace companies, a lot of tool and die shops, a lot of assembly-line development—if you're going to build an assembly line and assemble a lot of tools to build something, the actual design of the assembly line and a lot of the special tool fixtures and jigs that automate it—all that work tends to be done in AutoCAD.

AutoCAD has been very much a people's product—it gets bought and infiltrated into companies in a grassroots fashion.

AEC stands for Architecture, Engineering and Construction, but you can think of it as Roads, Bridges, and Buildings—anything that a civil engineer or a building contractor is going to build.

The third market is GIS, Geographic Information Systems. Principally what AutoCAD's used there for is map drafting. Odds are your county probably keeps track of tax parcels and property lines and property lots on maps created with AutoCAD. Their emergency response department, their 911 department, probably uses maps based on AutoCAD for quick dispatching of the fire and ambulance services to locations.

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Probably 35% of our users are in MCAD, 45% in AEC, and about 10% doing this map drafting and GIS.

And then across all those users, typically more so the MCAD and AEC—today about a third do 3-D work inside of AutoCAD. Not exclusively—those folks do a combination of 2-D and 3-D.

Right away, that tells you that two-thirds of our users are 2-D focused. They tend to be more classical drafters—in many cases, these are literally people who five or ten years ago did drafting on a drafting board. They've computerized their skill sets, if you will, and they're now well-paid, much-in-demand AutoCAD operators who can do a tremendous amount of blueprint-oriented drafting in AutoCAD.

But about a third of our users do the 3-D work, which means they're much more design-oriented individuals. They're probably doing some drafting and detailed design themselves, but they're much more involved in making the design decisions, and they're oftentimes creating a 3-D model inside AutoCAD.

In all its markets, AutoCAD has been very much a people's product—it gets bought and infiltrated into companies in a grassroots fashion. Individuals and small workgroups say, "This is a better tool. Instead of buying expensive mainframe or minicomputer or workstation CAD software, here's AutoCAD. Much cheaper, just as good or better than those legacy systems—I'm going to buy it and be more productive in my workgroup." That's usually how AutoCAD has gotten adopted.

We can't say that Boeing uses AutoCAD to design the 777, but literally hundreds of Boeing's subcontractor vendors will use it to design the parts that Boeing then buys from them.

In another part of the company, you have a lot of 3-D and multimedia products. How do they relate to AutoCAD?

They have a great relationship. We have another division here called Kinetix, our multimedia tools group. Their primary tool is 3D Studio MAX, designed from the ground up for NT and Win 95. It's the world's best-selling 3-D animation and visualization tool.

3D Studio MAX can read and write native AutoCAD files. It's a very popular tool for a lot of AutoCAD users, where they can just save their file in AutoCAD's DWG format, but then go into 3D Studio MAX and bring all that design information into a very rich environment, both for real-time and also very photorealistic rendering and animation.

So an architect, for instance, can use 3D Studio MAX to do a fly-through visualization of a new building before it's ever been built. The whole name of the game in improving design process is to catch design errors and changes as early as possible. It's cheaper to change your design of a building before you ever start building it. You want the client to walk through the lobby and look up at the atrium before you ever build it, in case the client wants to make some changes, rather than after the fact.

"Oops, the fifteenth floor doesn't look quite right..."

"Here's a $700,000 change order..."

In the realm of buildings and siting buildings on sites, as well as building anything mechanical, visualizing—walking or flying through a design before it's ever built—can save enormous amounts of money and compress cycle times. 3D Studio MAX is the most popular tool for doing that with AutoCAD today.

"The whole name of the game in improving design process is to catch design errors and changes as early as possible. It's cheaper to change your design of a building before you ever start building it."

I think the number of AutoCAD users who buy a product like 3D Studio MAX and do visualization is rather small, because MAX is a specialized power tool, and I think a lot of our users are still learning how and when to use a product like that. Principally it would be architecture firms—not everybody in the architecture firm uses it, but there'll be a few that know how to use it and have copies so that when they're trying to win a new design bid, for instance, with a customer, if they can present walkthroughs of their design concept to the customers, that kind of half-practical, half-glitz presentation can really help win the design award.

Release 14 of AutoCAD, when it ships, will be a pretty major upgrade over previous versions. What were the challenges you faced in building it?

There were a couple of key market-cum-technology challenges.

The first was transitioning our product to being one of the world's best, if not *the* best Windows CAD product, really making AutoCAD Windows-centric in a thorough fashion. AutoCAD was one of the greatest DOS products around, and to this day we have many loyal users who still use AutoCAD on DOS.

Until Release 14, we've always offered and developed versions of AutoCAD for DOS. We, like many of the PC software companies from the '80s, faced a major challenge of transitioning users from DOS to Windows, because if we didn't, somebody else would grab our users.

The second technology challenge was to reignite a new era in development opportunities on top of AutoCAD by shifting from our old programming capabilities to a new generation that was object-oriented.

Back in '93 when I came here, we had Release 13 well under way, which was version 1 of the new object-oriented architecture. But it usually takes a couple of releases to get a major new architecture fine-tuned and in tip-top shape.

What about R13 didn't work as well as you'd like, and how does R14 address it?

Performance would be the #1 aspect. That always takes time to tune up.

When we shipped Release 13 it was a major step up in the power of the internal engine. It had an object-oriented database. But it also required a lot more processor power and RAM. At that time most of our users had 486 systems, and Pentiums were still pretty pricey.

Furthermore, we had designed R13 for what would become Windows 95—back then it was called Chicago. We really designed it for 32-bit versions of Windows, but when we shipped it Windows 95 had already been delayed by 18 months. It didn't ultimately ship until almost ten months after Release 13 shipped. There's no question that Release 13's new architecture for Windows and the new object-oriented architecture when it first shipped were leading the hardware and operating system curve a bit.

Which is probably where you want to be with your new technology. You don't want to be lagging! [*laughs*] But it makes it very challenging from a marketing viewpoint if you're leading the technology curve. It makes it more painful for your users to follow right along.

So now Moore's Law has run its course and the hardware's capable of a lot more, and what does the new software do?

The first and most important thing is raw speed.

AutoCAD is different from most desktop

continued on page 96

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 continued from page 92

applications in that AutoCAD is a mission-critical application for its users—they use it, typically, 30–40 hours a week, all day long. So the speed of the software makes a significant bottom-line difference in how much work they produce in a day or a week. That's pretty much tied to their billable hours—they're oftentimes paid by the number of drawings they produce.

AutoCAD Release 14 is at least twice as fast across the board as Release 13, and it's also just as fast or faster across the board as Release 12 running on DOS. It's very compelling to users for its speed.

Beyond its speed, 14 is chock-full of new feature and functionality enhancements. One of the ones I'm really excited about is that 14 builds in fundamental support for bit-mapped graphics, or what we call raster, as a native data type inside AutoCAD. For 15 years AutoCAD has been an industry standard platform for vector processing—now we have a whole new era where AutoCAD can be used for vector or vector-plus-raster. This is really important, say, if you want to combine an aerial photograph with an overlay of a vector map, maybe showing a new proposed subdivision or something like that.

AutoCAD handles very sophisticated processing and memory management algorithms for raster images, so users can get true industrial-strength raster processing combined with AutoCAD's vector capabilities.

Users are very excited about that. A lot of users are also excited that Release 14, in many cases, actually shrinks their file sizes fairly dramatically, and improves file load and save times, principally through some new data types called lightweight polylines, and also through a new way we've done our crosshatching fill patterns. These new data types are much smaller and more efficient than the past ones. File sizes might be half of what they were before, if you have a lot of polylines for instance, and load times could be as little as 10% of what they were before, if you get this 50% shrinkage in your file size.

R14 is the first AutoCAD that's Windows-only.

CAD started out as a mainframe application in the '70s, and by the mid-'80s UNIX workstations, the Suns and HPs, started to be a popular alternative. At the same time, in the early '80s, we started revolutionizing the home market by doing CAD on a PC.

In the '80s, we then ported AutoCAD to many other systems—not only from DOS to the early versions of Windows, but also to the Macintosh, and typically to six or seven UNIX systems.

In the early days you had a version for Victor!

Yes, and even to the kind of weird almost-PC-but-not-quite-PCs.

That was a good strategy in the '80s, for several reasons. One was that operating systems back then were simpler and smaller—it's hard to believe that I'm describing UNIX in the mid-'80s as simpler and smaller, but the reality is that compared to Windows 95 or NT today, there are many subsystems present in today's Win32 environment that had no equivalent whatever back in UNIX. UNIX was primarily a file and memory management system, allocating processor time, and if you were lucky your UNIX had a set of GUI libraries on it that could give you a GUI look and feel. But that's about all UNIX really did for a CAD product.

In that era, we could write AutoCAD so that it was highly portable, because AutoCAD did almost everything itself. It had to handle all the device support, it had to in essence create its own GUI environment that could run on DOS as well as on UNIX. The result was that it was highly portable, and portable without severe compromise, since there weren't major subsystems in DOS and UNIX that we were avoiding and ignoring.

Today, Windows is a very deep and rich platform, and I think any application developer has a real choice to make—to be highly portable but suffer a strong lowest-common-denominator problem, or else to optimize for particular platforms.

We've chosen to really optimize for Win32. Our customers have already overwhelmingly selected Windows as their operating system of choice. We know that the ones who are still on DOS, and even many of them who are on UNIX systems today, have an overwhelming intention to quickly migrate to Windows 95 or Windows NT.

Release 14 comes in one version that runs on both. I think Microsoft's done a good job of keeping enough similarity between the systems so that we can generate one set of bits, one executable that will run on both those operating systems.

So how is your relationship with Microsoft? How do you work with them on a product of this complexity?

I think we're one of their best application partners. Our focus on the 32-bit versions of Windows, particularly on NT, which Microsoft has targeted at the technical desktops, makes us an ideal partner for them.

We have frequent cooperation on technical issues in terms of optimizing Windows and AutoCAD for each other, and we also have cooperation on some major initiatives, such as our licensing of Visual Basic for applications. We were one of the first application companies to license that from them, and we'll be adding that to AutoCAD.

The world changed since you shipped the last release, and now everybody's working on the Net. How has all this changed the way your customers work, and how are you adapting?

The Internet is even more exciting for our customers than for most PC users, because our customers are designers, and design is one of the most collaborative professions on the face of the earth. It's a very communications-intensive profession, and I think the Internet is all about slashing communications cost.

The design community and rapidly dropping communications costs really go together.

We've done a lot of work to provide tools to our users that let them use the Internet for effective communication. We're not trying to reinvent or duplicate any of the great things going on on the Internet, ranging from email to collaboration support, that both Microsoft and Netscape are starting to build into their systems. Instead, we're really trying to make sure the appropriate standards are in place on the Internet for communicating design information. We're a natural leader in that space.

So last year we designed an open standard called DWF, Drawing Web Format, to fill a void in high-performance 2-D vector information exchange over the Internet.

Users can, of course, always ship an AutoCAD DWG file, our native file format. They can always ship that over the Internet, but because that has the full design information of the drawing, it's a large and rich file format, and it's also the kind of thing that, when you send it, you're sending your crown jewels as a designer. You might not want somebody else to be able to revise or edit your drawing.

DWF steps in and plays a key role in this scenario. It is really just an electronic plot of your design. Because of that, and because of our new inventions in design compression algorithms, DWF files can be as small as one-tenth of the equivalent DWG file, speeding transmission.

And since they're, in essence, just an electronic plot, they don't provide you with the real design information such that you can modify the drawing you've received. Instead, you can just zoom and pan in real time with tremendous precision, meeting all your needs that you'd want from an electronic

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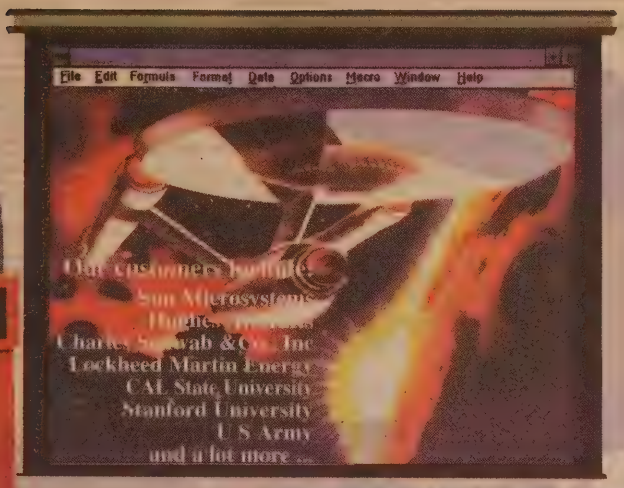

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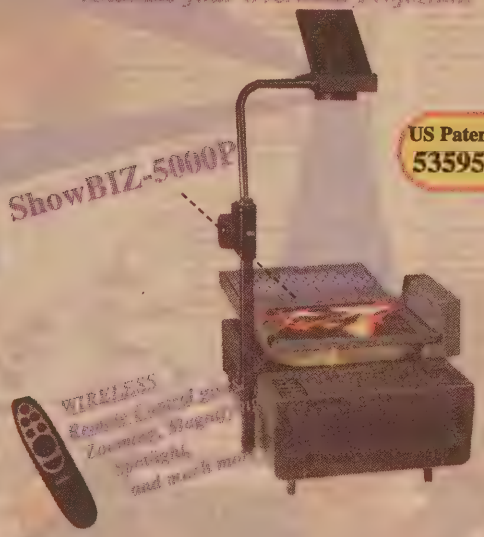

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plot—but you don't have access to the underlying DWG file unless the publishing user has granted you access.

What kind of information might be there?

The three-dimensional information, and also the way that all the different parts of the drawing relate to each other. Typically in a drawing you might have, for instance, dimensions associated with a wall, and if you change the length of the wall those dimensions will update automatically. All of that intelligence is lost in the electronic plot—the electronic plot is just a collection of vector-oriented information that knows how to display itself but doesn't have any notion of the original relationships in the design.

Release 14 was a huge project, and it's still testing. Describe the building process!

If there's anything you cover in this article I think it should be the team and the process. I really want to stress that Release 14 is the product of a large and tremendous team that's been working on it—most of them are here in these two buildings, though we do have a good supportive program for work-at-home.

AutoCAD is a large and sophisticated product; we do attach a lot of importance to backwards compatibility to protect our customers' investment, so there's a lot of work that has to go into developing and testing a release of AutoCAD.

My role has been very much as a spokesperson inside and outside the company, kind of winning the air cover for the team's vision and supporting them. The product's very much the team's product. Just as Autodesk as a company really supports teamwork through our virtual corporation, I think inside the company we have a strong teamwork culture that fits with my own kind of MO.

With Release 14, we've pushed responsibility and authority very much down onto the team. We've said "You own the project. You own the quality of the final product, you own the definition, you own the job of listening to customers and crafting something that will really delight them. You own the responsibility of coming up with a plan where you can hit the schedule or come real close to the schedule."

From the beginning, the team really stepped up to all that responsibility, and having that authority over those issues really energized them. I think we all, in our jobs, love it if we're treated as thinking individuals who can do a good job because we have more information than the boss!

You betcha!

The happy truth is, the staff beneath me *do* know much better than I do what the customers really need in the product. They *do* know much better how to design it and how to craft a schedule so you can have a high-quality product on time.

We really empowered the team, and from the beginning they did a great job of listening to customers. Through focus groups, interviews, ad hoc interactions, customers really steered the definition of 14, and we began specifying and developing the product with internal teams that included all the different key viewpoints. It wasn't just programmers dreaming up a feature—the features were typically very much driven by proven customer benefit, and then programmers worked together with product designers, with testers, with project managers, with documentation writers—all as a team to design that feature.

"From the beginning, the R14 team really stepped up to all that responsibility, and having that authority over those issues really energized them. I think we all, in our jobs, love it if we're treated as thinking individuals who can do a good job because we have more information than the boss!"

Then as it was built the programmers and testers were paired up in what we call buddy testing, to test new features and subsystems on a standalone basis. That really helped ensure quality was designed and built in early into the project phase, rather than us trying to catch the bugs after everything's been thrown together.

The result was that in a relatively short period of time from beginning to end, roughly last January through last October, we developed a very major release of R14 in terms of the design and programming phase. Last fall around October we entered into what's become our longest and strongest alpha and beta release cycle that we've ever had—because again, this is a large sophisticated program, especially with the backwards compatibility. You have to do very extensive testing to make sure you come out wtih something that really delights the users in terms of being rock-solid.

I noticed when I was cruising the Web site that the product FAQ responded to the "When's it going to ship?" question with "When it's ready, and not a minute before!" When all these testers bang on the product, what are they trying to do? What does the testing involve?

There's a number of angles we take. Certainly one angle is just to do what we call real-world testing, which is to use the product just as the users would really use it. We've had several projects internally where we've hired professional AutoCAD designers and drafters to come in and spend months at a time using R14 to do real-world design projects. An entire Sacramento shopping mall was designed from scratch last fall and winter by a team of three architects using the alpha version of R14.

They shook out the bugs you run into when you use it as an end-user uses it. Many of our internal QA testers themselves used to do professional AutoCAD design and drafting work, and they will oftentimes have an entire day, or work evenings, using a product in a real-world fashion, simulating that kind of research.

But our internal QA staff also spends lots of time testing particular subsystems, in several ways. One is to make sure it just functions correctly, so they actually step through a particular command or dialog box and test all the permutations carefully according to a well-designed test plan, and make sure that everything is performing correctly with a wide range of input values.

They also will do what's called stress testing, which is trying to overload AutoCAD, again usually in a specialized area, and make sure that it handles high amounts of data or a rapid sequence of commands very well.

But more and more of our QA staff are actually very skilled engineers who are also good programmers, and they developed what we call automated tests. If we can develop, in essence, a program or automated test that runs on top of AutoCAD, that makes it do something, and then tests to verify that it performed that operation correctly, it's kind of like robots on the manu-

continued on page 102

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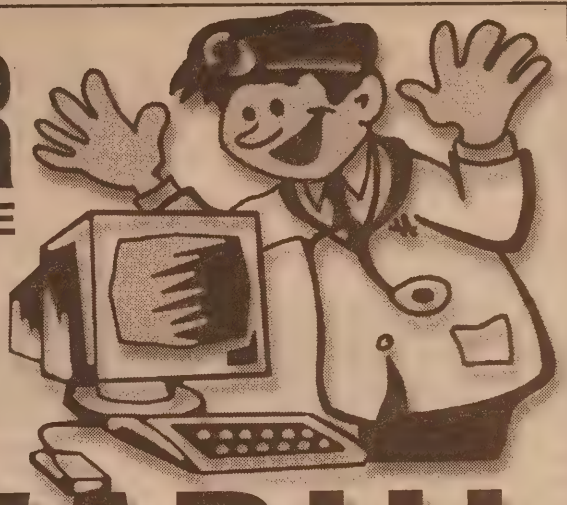

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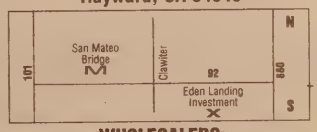

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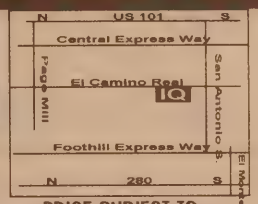

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facturing line. Once you've got the darn thing there, it can work 24 hours a day.

In our case, during the course of R14 we've gone to well over 30,000 automated tests, more than tripling our total number. We're able to run those automated tests on a bank of machines every week when we build a new version of R14. The automated tests can automatically test for what we call regressions—a new failure introduced. Something that used to work all of a sudden is broken, because you made a change over on the left side and it broke something deep on the right side. That kind of regression is exactly the kind of thing you'd like to catch as quickly as possible, so a high degree of automation on testing is a winning strategy. It's more satisfying for our staff, because they have a very challenging task to create these automated tests; and then we use computers, running them day in and day out, constantly watching for any regressions in the product.

A few years ago when we were talking, John Walker explained the importance of accuracy in AutoCAD by saying "If your spreadsheet gets a wrong number, you may be embarrassed. If your word processor crashes, you're going to be furious. But if a CAD system produces a wrong strength number for a load-bearing member in an aircraft wing, airplanes start falling out of the sky. And that's really, really bad."

Yep! I won't match his eloquence on the urgency of the quality issue for AutoCAD, but I think we keep that task alive today. This automation, for instance—since AutoCAD is highly programmable and has this AutoLISP language, we're able to use AutoLISP itself to write many of these automated tests. So in essence we're using AutoCAD to test itself, if you will.

Talking about the team—one of the best things about 14 is the performance improvements. The team here gets all the credit for that performance improvement—what they've done is a classic job of great engineering where they more than doubled R13's speed. Not by going in and in a single brilliant insight changing a few lines of code—it was a grueling 60-week process in which every week they found a way to improve AutoCAD's speed by half a percent, or a single percent. Those were the big wins, and the funny thing is that if you do that for 60 weeks in a row, it compounds. It's the magic of compound interest!

There's really some great software engineers who worked very methodically and diligently doing a classic job of optimizing a large piece of software. They get a lot of credit. Our users are just going crazy over it.

What percentage of your customers are one-person shops, or other small businesses?

AutoCAD's been very much the people's CAD. It's kind of analogous to Volkswagen in some loose sense.

We have a very high predominance of AutoCAD usage in small shops. I think 90% of our customers are in sites where they have ten or fewer copies of AutoCAD at that site, so that tells you we have lots of individuals, lots of two people, lots of three people in a site. These are very often small architecture or small mechanical design and manufacturing firms. Maybe you're a foundry, and most of your people are blue-collar foundry folks in the back pouring molten metal, but you've got a couple of designers in offices in the front who use AutoCAD and work with your customers on all the custom jobs and bids that come in. Sometimes get DWG files, sometimes draw them from scratch, but figure it all out before the part actually gets poured and built in the back.

Historically you've also had extensive relationships with third-party developers whose products work with AutoCAD. Does that continue?

That continues stronger than ever today—in fact, that was one of the reasons I came to Autodesk. My previous work was at GO Corporation, developing an operating system. I thought that Autodesk could not only continue but strengthen its offerings to our third-party developers.

In the past, we just published our programming interfaces as an appendix in our user manual; we did a little evangelism and training, but not a lot. In the last few years we've formed a dedicated team around the programming interfaces in AutoCAD. They have a separate dedicated software development kit product, much like the SDK you'd get from Microsoft for Windows. We have worldwide dedicated support and much-improved training and evangelism around our set of interfaces.

Most important of all, we now have a whole new generation of programming interfaces that are object-oriented interfaces, which are called Object ARX 2.0 with R14. These interfaces let third parties do things they could never do before, in terms of creating intelligent design objects. So if you're an architect, you can just drag-and-drop walls, doors and windows that know that they're walls, doors, and windows, and the doors and windows know that they should attach and insert themselves into walls automatically. They can maintain intelligent relationships. So an architect, instead of just drawing lines, can be thinking in terms of the architectural elements that they want the building to have. They can be working at a high level, and very quickly.

I understand that a lot of those tools were originally based on a language called LISP, and now you're moving to other programming environments?

AutoCAD's first programming interface was a version of LISP we called AutoLISP, that was built into AutoCAD. It produced a very powerful interpreted programming language, very different in its syntax from Visual Basic but very similar in its immediate feedback.

What's the difference between interpreted and compiled, for people just joining this program?

In an interpreted language, the language statements that the programmer writes are executed immediately by a software engine that understands that language and translates it into action. That software engine can execute those instructions immediately and give you a lot of flexibility and support. The disadvantage is, it has its own set of overhead. Interpreted languages tend to be very flexible and immediate for creating applications, but they tend to run slower than compiled applications, where your software language instructions are completely translated into the binary code that the microprocessor understands.

This compilation takes a longer period of time between when you write your instructions and you can actually see the program running. But once it's running, it tends to run very efficiently.

So, we added AutoLISP back in the mid-'80s, and it unleashed a whole era of AutoCAD being a platform, almost a CAD operating system rather than just an end-user product. A few years later we added the ability to program AutoCAD in the C programming language—we called that the ADS—AutoCAD Development System—mechanism.

Those were the two primary programming interfaces. AutoLISP used more by power end-users, ADS used more by commercial developers building a whole package, maybe, for architects, and selling that whole package.

That was our 1980s-era technology. With Release 13, we introduced a new set of programming interfaces that are object-oriented-based. They use C++, and they allow developers to define new objects that can live inside AutoCAD in a native fashion.

These new interfaces don't really replace the old ones—we've kept the old ones around so that we can have tremendous backwards

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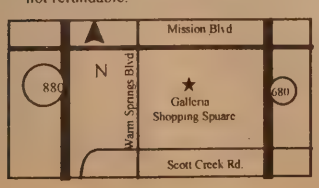

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compatibility, because we have to protect our users' investment in programs and data. But we've added the new object-oriented APIs, and more and more of our commercial developers are using them.

Meanwhile end-users have used AutoLISP, which they know and is very accessible to them. We'll continue to support that, but even there too, we have a much newer alternative we're introducing with R14, which is support for Microsoft's ActiveX automation APIs, handling Microsoft technology to let an application like AutoCAD work together with Visual Basic, for instance.

So in general by the end of the '90s you'll be able to say AutoLISP users have in many cases migrated over to using Visual Basic instead as a more modern tool, although we'll still run all their old AutoLISP programs, and our commercial developers will have migrated from using ADS over to using Object ARX, even though we'll still run all the ADS applications.

I'm a little confused. I think of the AutoCAD user sitting down at the computer and designing a gear, or designing a house, or designing an airplane. I don't consider them as sitting down and programming anything. What am I missing here?

Most AutoCAD users do little or no programming of any kind, so they won't have learned AutoLISP. But typically, at any given site, there will be one user who's a power user. If the site gets very large, if they have maybe a couple dozen people who use AutoCAD, they'll actually have a full-time job called CAD Manager. They're kind of the IS manager in terms of how the company uses AutoCAD.

It'll be their job to establish and enforce a consistency in the way that AutoCAD is used, because whenever you're producing designs and drawings, there are a lot of conventions that actually carry a lot of important information. Whether you use a dashed line, or a line with dashes and dots, or a solid line, can mean dramatically different things as to how that building or the part's built. Which layers you use. The fact that you want to put all your electrical design information on the electrical layer and not on the plumbing layer is a standard that's very important.

In many cases there are hundreds of layers in the drawings, and standardized usage of them has to be enforced.

So the CAD manager's job, or the power user's job if it's a very small site, is to devise and enforce these standards. But typically they're also very interested in productivity, and for their particular job and tasks, it's often the case that a variety of small utilities and macros can greatly speed the design and drafting process. With AutoLISP they can quickly produce 5-line or 25-line or sometimes 200-line-long utilities and macros, that they might spend a few hours writing, but each time it's run it could save themselves or their colleagues fifteen to thirty minutes' worth of work by automating certain portions of the drafting process.

In many cases it's roughly analogous to very sophisticated macros in a spreadsheet program. If you're a power spreadsheet user, you soon find that you can save yourself a tremendous amount of manual labor processing data in a spreadsheet by writing an appropriate formula or macro that will walk across that data and do something to it.

"AutoCAD is different from most desktop applications in that AutoCAD is a mission-critical application for its users. The speed of the software makes a significant bottom-line difference in how much work they produce in a day or a week."

Same thing in AutoCAD—write an AutoLISP program that walks across a lot of your lines, dimensions and text and does something to it, maybe attaching information or extracting information or cleaning up the design. That can save you fifteen minutes or thirty minutes every time you run it.

It's the tip of the pyramid, power users and CAD managers, that will write these products.

Then, with time, a lot of these folks said, "Wow! this is a pretty hot thing. I'll sell it to other people!" Or, "I'll write an even more grandiose version of this—rather than just writing a utility to help someone with windows, I'll do a whole package for architects that handles a floor plan layout, handles walls, doors, windows and stairs." All of a sudden, Autodesk found itself with a thriving community—it's 2100 strong today—of third-party developers developing commercial software that runs on top of AutoLISP or the ADS C programming system.

More than most companies, you have an extensive accreditation and instructional program. How does that work?

Autodesk's philosophy is fairly unique in that we really practice teamwork and open architecture almost anyplace we go. AutoCAD itself is open architecture.

But then as a company, we practice what we call virtual corporation. A lot of key things that other companies would do themselves, we instead have partnerships with other companies. We do this with the 2100 third-party developers; we do this when we sell our product. We sell our product through a worldwide network of more than 4000 VAR dealers, rather than selling it with our own direct sales force, for instance.

When it comes to training, we have 900 Autodesk Training Centers. We don't believe that we can do the best job training in your locality—instead, there's probably going to be a local junior college, or a small business that actually specializes in training, that's so good at it they can make a profit at it.

Early in the '80s we built up a program of supporting these trainers so they deliver the training, and our job was just developing training courseware and certifying trainers. So today we have over 900 Authorized Training Centers around the world. If you as a user want to get trained in using an Autodesk product, you know that when you go to an ATC, as opposed to just any fly-by-night training shop, you'll get a high quality level of training, and also that the certificates you get out of the training process mean a lot to potential employers.

We have a very thriving training community, and again it's part of this virtual corporation belief where we'd rather concentrate on doing a few things and doing them really well, and being really good at partnering with outside companies who can deliver a superior total solution with us.

Unlike most companies, Autodesk was practically born global. How does your global business work today?

Most large US software companies get at least half their software revenues from outside the United States. Autodesk is even more global—we get close to 70% of our revenue outside the United States.

Certainly design and drafting are a very global activity—we're all familiar with how well many different countries, especially in Asia in the last few years, have come to be design and manufacturing powerhouses for much of the world.

Autodesk has been very proactive in selling our products abroad; we've gotten very good

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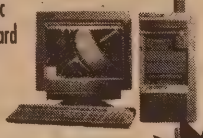

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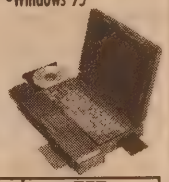

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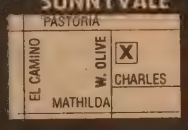

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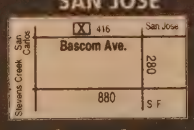

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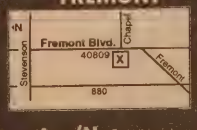

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at translating our software into different langauges. Of all our products, AutoCAD is the most highly translated and sold one abroad—today it's sold in eighteen different languages around the world. When we ship Release 14 this spring, within the first four weeks it'll be available in full translations for German, French, Italian and Spanish, and then also Japanese, Chinese and Korean. I'm really proud of the teams doing all that stuff.

To date, our top three countries are the United States, Japan, and Germany, just in terms of sales volume. The highest growth tends to be in what we used to call the developing countries, the nations that have had booming economies. For several years in the past, and we think for quite a while in the future, our Asia-Pacific region will be our highest growth region measured in percentage terms. It's still overall smaller in terms of sales volume compared to the United States and Europe, but it's catching up with them and may well surpass them four or five years from now.

In Asia a few years ago we saw a huge growth in Korea when the government actually started supporting respect for copyright laws and rattling their sabers against software piracy. Our sales went from $1 million to $10 million in one year—aided by a booming economy, but especially by the government respecting copyright laws.

We have high hopes that some other countries in Asia that have rampant piracy will, over the years, gain at least some respect for copyright laws. We're working very hard in China, where we opened an office about two years ago and developed very good ties with many of the government ministries. We are explaining to the Chinese, as we do in many of the developing countries, that since AutoCAD's an open platform and you can develop applications on top of it, one of the best ways to foster a local software industry is to start respecting copyright laws, so local software developers can make money developing and selling their applications.

This can be a win-win for the local economy and the government's desire to develop a high-tech software industry. AutoCAD is an ideal vehicle, since it is highly programmable and tends to promote lots of local software companies that specialize in, say, the way buildings are designed in China, which is quite different from here in the United States.

This line of reasoning works very well, and worldwide every year we make more and more progress with countries learning that if they respect copyright laws and enforce them, that aids in the development of their own software industries.

I think we should clarify the scale of software piracy we're talking about here, which is not at the level of copying a game for your brother-in-law, it's institutionalized software theft as the normal distribution mode. I remember Heidi Roizen talking about being in one of these countries and needing a copy of WordPerfect or something. She went to the software store; they waved the legal WordPerfect diskette in her face to show her she was getting the real stuff, copied it and sold her the copies!

"The Internet is even more exciting for our customers than for most PC users, because our customers are designers, and design is one of the most collaborative professions on the face of the earth. It's a very communications-intensive profession, and the Internet is all about slashing communications cost."

Yes. Certainly in these other countries that's the form the problem takes—flagrant commercial theft in which typically a single unlocked United States copy is brought into the country and is then copied ad nauseam, oftentimes on high-volume CD-ROM software manufacturing lines.

Bundled with machines!

Bundled with machines, or—we were in Bangkok a couple months ago and we needed to get a copy of the most recent version of Windows 95 for our demo machine. So for $16 we got a CD—it was called The Best Hits Of 1996—that had not only Windows 95, it had the latest version of AutoCAD, the latest version of Word and Excel, and about a dozen others of the world's leading applications.

In English or Thai?

English. No software's ever translated into Thai because you can't make money selling it in Thai. [*laughs*]

So there's the blatant high-volume commercial duplication and sale-for-profit form of piracy, and that's certainly the most onerous. But even casual copying is quite ruinous, and it continues in a fairly widespread fashion, certainly in the United States and Western Europe. For a product like AutoCAD, we probably have theft rates that are almost one for one for every legal copy we sell.

I tell you, I wish they would buy the software because then we'd have more money to invest in making it even better. I think we all lose when they copy it.

Basic question, when R14 ships, what will it cost to buy it, and what does it take to run it?

Yeah, important basic facts! 14 will ship this spring in roughly the May-June time frame, and its list price is unchanged from previous AutoCAD. The suggested retail price is $3750. Typically you can buy it from a value-added-reseller or dealer for less than that, typically in the $2500-2800 range—that's kind of the street price.

It requires the same class hardware as R13—we recommend a P90 or better, and 32MB of RAM. It requires either Windows 95 or Windows NT.

Lots of disk?

Well, user drawings typically range from 100K in size to 3- or 4MB.

We use a lot of Photoshop in our work, and those files are huge!

No, Photoshop or PowerPoint probably run circles around the average AutoCAD user. Now that we've added raster to AutoCAD, we can have files just as big as Photoshop, if you have a 24-bit color satellite photo. But our standard hard disk requirement is 70MB. This is a real classic Windows-centric kind of product in terms of its footprint and requirements now.

Does it like more RAM if you have it?

32MB will handle 1- and 2- and 3MB drawings beautifully. A lot our our users, with time, are getting larger and larger drawings, but 14 does a superb job compared to previous releases with large drawings. So if you're into 10- or 20MB drawings, you'll definitely want 40- or 64MB of RAM, and RAM's so cheap.

That's the classic full-price AutoCAD, but for a lot of your readers, they should recognize that for several years we've sold a kind of little-sister version of AutoCAD called AutoCAD LT. It has 100% user interface and file format compatibility with AutoCAD, and we sell that through retail channels. It's the country's best-selling low-end CAD product, outselling everybody else combined. It retails for under $500, and it only really lacks the customization capabilities and some of the 3-D capbilities in AutoCAD. For most users, that gives you everything you need.

We'll be updating it a few months after the big brother ships. ■

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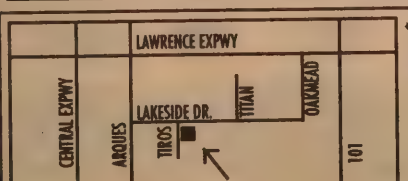

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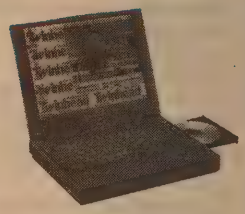

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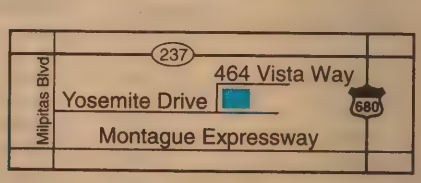

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Career Guidance In Cyberspace

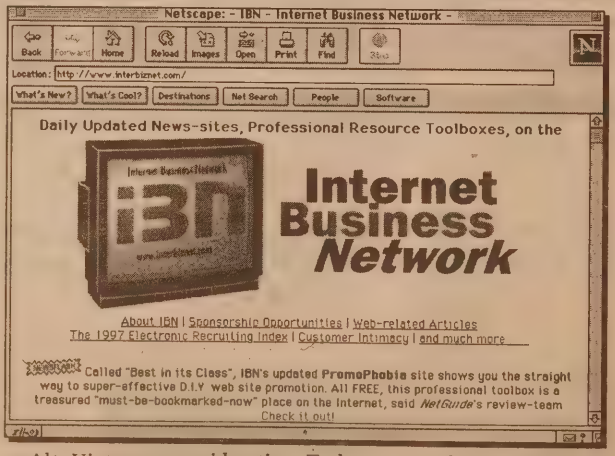
IBN's Top 100 Electronic Recruiters Web Site

by Cassidy F. Allen

Convenient, free, and virtually limitless in its ability to display and retrieve information, the Internet is an obvious destination for job hunters who are fed-up with the laborious and often disappointing process of leafing through the newspaper classifieds. But for anyone who has ever dug their browser into the heaps of job listings that the World Wide Web has to offer, it quickly becomes apparent that this unprecedented access to available careers can give new meaning to the term "information overload;" there are virtually hundreds of thousands of jobs on the World Wide Web, and unlike the "jobs available" section of your local newspaper, these opportunities aren't in a familiar, intuitive order or even in your geographical hemisphere.

1,000,000 Possible Matches?

Of course, ingenious Internet search engines such as the familiar AltaVista, Yahoo!, Excite, etc., are major career-search aids, offering a simple way of limiting your search criteria and directing you to the Internet information that you really want. Still, a general or even highly focused search can deliver a mind-boggling number of possible matches; for example, a request for "Computer Jobs" on AltaVista comes up with "approximately 1,000,000" matches, while a search for the more specific "Jobs California Software Developer" delivers "approximately 500,000" Web pages for your consideration. Techno-evangelists predict that the Internet will eventually make the daily newspaper that lands on your doorstep a distant memory, but currently, the Internet's anarchic classified listings could benefit greatly from its pulp counterpart's simplicity and intuitiveness. What's the solution?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Called "Best in its Class", IBN's updated PromoPhobia site shows you the straight way to super-effective D.I.Y web site promotion. All FREE, this professional toolbox is a treasured "must-be-bookmarked-now" place on the Internet, said NetGuide's review-team
Check it out!

Basically, the Internet is a library, and every library, in order to be used efficiently and to its greatest potential, must have a librarian to point you in the right direction, screen out the best and most important resources, and to maintain those resources' accessibility. IBN (*http://www.interbiznet.com*), publisher of the Web daily "Electronic Recruiting News," (*http://www.interbiznet.com/hrstart.html*), has taken on the role of cyberspace's career librarian by launching "The Top 100 Electronic Recruiters Web Site". (*http://www.interbiznet.com/eeri*), a "single-point interface to the burgeoning online employment advertising and recruiting industry."

Simplification Through Standardization

Recognizing that the Internet had no shortage of worthwhile job sites but a confusing lack of interface continuity amongst those sites, IBN designed a standardized interface to simplify the ability to review what the World Wide Web has to offer. In addition, IBN took its annual ranking of the Internet's 100 best career-oriented sites and linked them to the site, providing an instantly valuable resource for potential employers and employees alike.

"We've delivered an advertising-sponsored service that bridges the gap between pure search engines like AltaVista and subject matter indexes like Yahoo!," John Sumser, IBN's CEO, says. "The Top 100 Electronic Recruiters Web Site gives Web users the opportunity to compare

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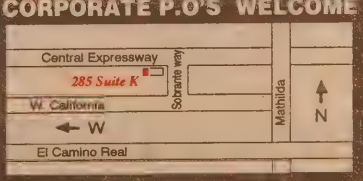

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Career Guidance In Cyberspace *continued...*

and contrast 100 services and companies offering jobs on the Net. As we contemplated displaying the details of all 100 sites, we began to realize how much work the varying interfaces in each site caused individual job hunters. So, we took the objective of standardizing the interface as a part of the project. The resulting site standardizes the job-hunting and recruiting interface for job hunters, third-party recruiters, and HR managers by delivering reviews and labels in a standardized form."

Since the site was designed for use by these three different types of users, strategies for using the site in the most efficient and effective manner depend on who is searching and at what point they are at in their quest. Nevertheless, Sumser assures that "we've designed the site to tackle a series of related problems—in other words, the material is flexible enough to support job hunters, HR managers and recruiters at a variety of stages in their individual processes."

From college placement offices to executive search firms, each site on the IBN list is a winner of an EERI (Excellence in the Electronic Recruiting Industry) award, granted by IBN for the site's representation of "a critical facet or trend in online employment advertising." To no one's surprise, one of those critical trends is in high-tech positions, and those searching for a career in a high-tech field will find IBN's site an excellent resource. "On the Top 100 Web Site, there are many, many ways to find a high-tech job," Sumser says. "Since nearly 50% of the online job listings are for high-tech professionals, it's difficult to find a site that *doesn't* cater to the needs of these professionals."

IBN's Top 100 Electronic Recruiters Web Site can greatly simplify an Internet job search, and gives us a encouraging glimpse that the great potential the Internet offers to job seekers with the technological wherewithall. Nevertheless, it's obvious that most people still rely on the Sunday paper and personal contacts as a means to a job. But that, Sumser notes, will change. "A combination of economic growth and demographic changes force the further and aggressive development of the Net as a job-searching tool," Sumser said. "It's already the case that all college students and all recently laid-off people incorporate the Net into their search." If prospective employers and employees aren't currently utilizing the World Wide Web in their job search, they will be, and those who don't will face fewer opportunities in the Sunday newspaper. ■

RESOURCES:

Top 100 Electronic Recruiters
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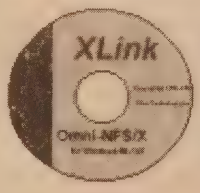

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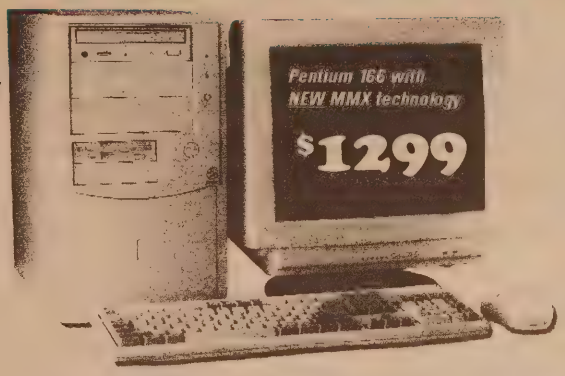

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Internet Job Searching

Off The Beaten Track

By David Noack

When it comes to searching for a job on the Internet, the first thing that most people do is head straight for such popular employment and career Web sites as The Monster Board, CareerMosaic, Careerpath and the Online Career Center.

The attraction of these Web sites is the amount of job information, resume posting capabilities and career advice they offer. In addition, these sites have advanced search capabilities where you can look for a job by title, salary, location and other criteria.

But if you, along with everyone else in cyberspace, are tapping into these job databanks, all that really does is ratchet up the competition for jobs. It may make your chance of landing that six-figure dream job in Hawaii out of reach.

There are places—off the information-highway beaten path, so to speak—where you can still do some serious job searching, post your resume and get career advice, all without the hustle and bustle of the major job and career Web sites. However, you may have to put up with some get-rich-quick marketing "spams," occasional flames and assorted tirades. And finding these job-related areas may take a little more effort on your part, but it's well worth it.

These lesser-known Internet resources for job hunting include Usenet Newsgroups or discussion boards, job sites that you can access using telnet, and employment-, career- and job-related mailing lists. Here you can find a wealth of information about jobs from across the country in all professions, target specific jobs, and network with other people for job tips and suggestions.

Using Usenet

Usenet Newsgroups (those free-for-all discussion groups) are often overlooked during a job search, so here's your chance to plumb this untapped job market.

There are hundreds of Usenet newsgroups devoted to jobs and resume postings; they offer thousands of new job listings daily. The postings include consultant work, contract work, part-time and full-time employment and even telecommuting positions.

While many of the positions found in Usenet job groups are computer or high-tech, there are also jobs for sales people, accountants, and many other professions and skills.

At times, there's been confusion caused by the lack of consistent and easy-to-understand names given to job newsgroups. In addition, not all job newsgroups are carried by all Internet Service Providers. Sometimes two job-related newsgroups can be created with exactly the same name but with different charters and different postings appropriate for each. But no matter if you live in Houston, San Francisco, Cleveland or Washington, D.C., there are job-related newsgroups tailored to your specific area or region of the country.

For example, the newsgroup "*houston.jobs.offered*" includes dozens of positions, many of them technical or computer-related, such as Oracle developers, COBOL programmers and even an interior designer. There was even a posting from a company called Metro, which was looking for people interested in a consulting career and was offering a $500 finders fee if someone recommended "anyone with at least two years of experience in Mainframe Programming and that live in, or are looking to move to, the Dallas/Fort Worth area."

The only caveat to getting the finder's fee was that the person recommended would have to be hired by Metro.

In *alt.jobs*, a newsgroup for jobs in the Atlanta, GA area, there was this recent posting:

"Job Description: INFORMIX DBA and some UNIX System Administration. Required: This position will entail online experience as well as 4GL, ESQL, ISQL, and C language experience. This person needs more technical orientation with good communications skills. Will also be involved in providing UNIX System Administration on a part-time or as-needed basis. Experience with INFORMIX, data modeling, design and performance tuning.

Location: Atlanta, GA. Duration: 6 - 9 months. Pay Rate: Open. Reference: 14740. TIP: TELL US YOUR AVAILABILITY DATE (DATE YOU CAN START) Send Your resume and include the following Reference Number on your email subject line: Net-Temps 14740, Wesson, Taylor, Wells & Associates, Inc., 1800 Packway Pl., Ste. 330, Marietta, GA 30067, 800-833-2892. Email to wessonga@net-temps.com, *FAX to 1-800-793-0857."*

Mailing Lists

Mailing lists on the Internet also provide another good way to target your job search to a specific profession or skill.

These lists are akin to discussion groups where people with similar interests share and exchange ideas and information. There are special employment mailing lists for accountants, engineers and even librarians.

You can join a mailing list by "subscribing." Once you subscribe, you will receive mail from the "listserv," which is in most cases an automatic mail answering and forwarding software program. There are three popular types of mailing lists: Listserv, Listproc and Majordomo.

They all use different software to process and administer the mailing list. When you subscribe to a mailing list, you will usually get a welcome mes-

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2.5 Gigabyte Western Digital Fast IDE	$255
3.1 Gigabyte Wester Digital Fast IDE	$295
4.0 Gigabyte Western Digital Fast IDE	$380
1.2GB MB Quantum SCSI-II	$285
2.0GB MB SCSI-2 Quantum 32110s	$325
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Addonics 8X Portable Parallel	$ 230
Toshiba 12X SCSI-II CDROM	$ 170
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Panasonic KX-1150/2023(24Pin)	$155/195
Epson stylus color 400/500/600	$239/280/299
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IOMEGA ZiP 100 SCSI/ Parallel int	$185
Colorado T1000/T3000 850MB/3.2	140/190

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3C590 Etherlink III PCI TP/Combo	$CALL
3C595-TX 10/100 PCI TP	$ CALL
Intel EtherExpress 16 bit TP	$ CALL
Intel EtherExpress PCI 10/100 TP	$ CALL

HUB (HP/3COM/Intel/CISCO)

Hub 8/12/16 Port TP	$ CALL
Intel EtherExpress 16 bit TP	$ CALL
Intel EtherExpress PCI 10/100 TP	$ CALL
Windows NT Server /Workstation 3.51	$CALL

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Microsoft Windows WFG (w/ systems only)	$54

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EYE-Q Mono Monitor 14"	$ 89
Hyundai 14" Non-interlace Monitor	$205
Hyundai 15" Non-interlace Monitor	$285
NEC XV 15" + 1024x768 76HZ	$370
NEC M700 1280x1024 .25 NI	$760
Acer 17" Non-interlace monitor	$525
Proton GM1764 Flat 1280x1024	$525
Viewsonic E641 14" non-interl	$235
Viewsonic 15GS 15" 0.28 1280x1024	$360
Viewsonic 17PS 17" 0.25DP	$675
Viewsonic 17GS 17" 0.28P	$590
Viewsonic PT813 21" 1600x1280 .28	$1565
Mag DX15T 15" 0.26DP	$360
Mag DX1795 17" 0.28DP SVGA Monitor	$560
HYAMA MF-8617e 1600x1200 0.26	$590
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ATI 3D Expression 2MB PCI Dram	$125
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Diamond 2500 1MB DRAM	$59
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#9 FX MOTION 771 VRAM 4MB	$300
#9 FX MOTION 771 VRAM 2MB	$180
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Zoltrix 14.4 Fax/Modem	$45
Zoltrix 28.8K V.34 BIS Fax/Modem	$90
SMART 28.8K V.32 bis, V.42 bis I/E	$90/135
US Robotics Sportster Winmodem 28.8	$108
US Robotics Sportster 33.6 V34 I/E	$129/185
Motorola Bitserfer PRO ISDN Modem I/E	$298/325
US Robotic Sporter 56k I/E	$180/199

MISCELLANEOUS

Simms Saver Adapter from 32Pin to 72Pin	$29
Dash DC-2000 VLB IDE& I/O	$35
Dash VLB IDE & I/O Suport 2.88FDFast	$40
Conner CNR-4320 2 Gibyte tape Backup	$745
Conner CNR-4324 4 Gibyte tape Backup	$850
Promise DC-4030VL IDE VLB CACHE	$105
Logitech Mouse Man serial	$35
Adaptec 1542C/1542C Kit SCSI	$145/180
Adaptec 2940 PCI SCSI-2 w/ Kit	$185 /$215
Digitizer Summasketch 12x12, 4 Button	$270
Keytronic 104 Keyboard	$35
Focus 2001/9000 Enhanced KB	$43/53
Megahertz PCMCIA XJ2144 FAX	$245
Xircom PCMCIA 10BaseT Card	$230
Power Supply 250 Watt For Tower case	$40
APC-600 Smart-UPS	$360
APC-400 Smart-UPS	$290
PowerChute Software for UPS	$75
Microsoft Mouse (sale w/ System)	$35

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Internet Job Searching *continued...*

sage with instructions on how to utilize the list. Keep that welcome message—you'll need it later on in case you want to unsubscribe from the list.

When one member of the mailing list sends email to the "list," all members of the list will receive that email. Some lists are moderated, which means that a human being may remove certain mail not applicable to the list before forwarding the mail to all the members.

Some mailing lists are more active than others, which means that you may get dozens of mail messages a day or just a few.

Here are some job-related mailing lists that can get you started:

jobs-mis

Contact: *jobs-mis@execon.com*

This is a moderated list of MIS/IT management employment opportunities. No entry-level positions.

To subscribe, send email to
jobs-mis@execon.com
and on the Subject: line, put
subscribe
List owner: *staff@execon.com* (George Smith)

EMPLOY (Federal Job)

Contact: *EMPLOY-request@ODCSPER-NT1.HQUSAREUR.ARMY.MIL*

EMPLOY is a discussion of federal job opening/announcements and open only to users in the *.mil* and *.gov* domain. Archive files are maintained on the anonymous FTP *144.170.207.1* with interactive searchable files on the Web at *http://144.170.207.252* .

To subscribe, send email to
LISTSERV@ODCSPER-NT1.HQUSAREUR.ARMY.MIL
and in the body of the message, put *SUB EMPLOY your first name your last name*
List owner: *bstring@hq.hqusareur.army.mil* (Bob Stringfield)

Job-Link

Contact: *Job-Link-Admin@listserv.job-link.com*

For communicating new job openings or opportunities to interested parties. The type of job openings posted may be of any type, as long as they are "legitimate" job openings and not "get-rich-quick" or "pyramid schemes." Posting such "get-rich-quick" or "pyramid" messages will get you bounced off this mailing list quickly and permanently.

Multiple postings of identical job openings are also prohibited; do not post ten messages repeatedly announcing the same job opening—doing so may result in you getting bounced off the mailing list. Job WANTED postings are not appropriate to this list either.

To subscribe, send email to *Job-Link-Admin@listserv.job-link.com* and on the Subject: line, put
subscribe
List owner: *webguy@job-link.com* (Charles Boesel)

Telnet

Telnet is an Internet protocol that allows you to remotely access a computer anywhere in the world.

For example, I subscribe to an Internet Service Provider in Boston, even though I live in New York State. I've been with the service for years and am satisfied with the features they provide.

Now I could not afford to call the ISP in Boston every day, so the next best thing is to telnet to the service. I use a UNIX shell account for this purpose. Using a basic DOS communications program, I dial up my local ISP in New York, and at the UNIX prompt, type
telnet
at the command prompt and then the domain name of my Boston ISP. For example
telnet world.std.com
Once a connection is made, I type in my user id and password and go about my business. Make sure that your communications program allows for VT100 or VT102 terminal emulation. Otherwise, the screen will be virtually unreadable.

Now if you wanted to access telnet-related job sites, the login process would be very similar. Once you have established a remote session, all commands you type will be sent to the remote server, which will then execute your commands.

If your are using a UNIX shell account, you would type the domain name or Internet Protocol address or number. Try typing "help" or "?" at the telnet prompt to get a list of the commands available.

To exit a UNIX shell telnet session, first try that system's logoff command. To determine what the appropriate logoff command is, check the menus, help, and welcome screens when you first log on. Many times the logoff information is listed there but not always easy to retrieve later.

Many of these job telnet sites require that you fill out an online registration form in order to have access to the site. Just follow the instructions after your login. And don't forget, with telnet you'll only see a text-based screen. There may be some ANSI colors, but there won't be fancy graphics or multimedia.

Here is a sampling of some telnet job sites and what their main screens look like.

FedWorld

telnet fedworld.gov

This is the original FedWorld Dialup/Telnet online service that offers access to detailed information from over fifty agencies and includes access to online ordering services, federal jobs opportunities, and access to about 100 other government information systems. Once you're at the main menu, all you need to do to enter the federal job database is press the letter J. There are dozens of federal job listings by regions, states and even overseas.

The FedWorld job files are updated Tuesday through Saturday, normally by 8 a.m. Eastern time. The files contain information from the previous day. If the files have not been updated, check back later in the day.

America's Job Bank

telnet ajb.dni.us

The America's Job Bank computerized network links 2,000 state employment service offices. It provides job seekers with the largest pool of active job opportunities available anywhere. For employers it provides rapid, national exposure for job openings. The actual number of jobs depends on the size of the local labor market. However, the "nationwide" listings in America's Job Bank contain information on approximately 100,000 jobs.

Most of the jobs listed on America's Job Bank are full-time listings and the majority are in the private sector. Approximately 5% of the job listings are in government. The job openings come from all over the country and represent all types of work, from professions and technical to blue collar, from management to clerical and sales. There is no charge, either to employers that list their job vacancies or to job seekers who utilize America's Job Bank to locate employment.

Texas Employment Commission hi-T.E.C. BBS

TELNET hi-tec.tec.state.tx.us
MAIN MENU
J => Online Job Listings & Information
M => Labor Market Statistics
S => TEC's Employment Services
C => Unemployment Compensation
L => Letter to the Chairman
T => Find your TEC Local Office
R => Research Texas Employment Laws
F => Download Helpful Files
E => Email Services
U => Utilities
P => Press Release ■

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Pentium® 133Mhz .$699.00
Pentium® 150Mhz .$739.00
Pentium® 166Mhz .$849.00
Pentium® 200Mhz .$999.00

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- Teac 1.44MB Floppy Drive
- 2.1GB EIDE Hard Drive
- Sound Blaster 16 PnP Stereo Sound Card
- Toshiba 12X EIDE CD-ROM
- Diamond Stealth64 PCI w/2MB EDO Ram
- ATX style Medium Tower 235W ATX PS
- Keytronics 104 Win95 Keyboard
- MicroSoft Ergonomic Mouse with Pad
- Pair of 60 Watt Stereo Speakers
- Monitor Sold Separately

Pentium® 120Mhz $849.00
Pentium® 133Mhz $879.00
Pentium® 150Mhz $899.00
Pentium® 166Mhz $999.00
Pentium® 200Mhz $1,099.00

Pentium® Pro Workstation

- Intel Venus Pentium Pro MB
- Intel Natoma 440FX Chipset/ATX Form
- Intel Pentium® Pro Processor w/Cooling Fan
- 32MB 72Pin EDO SIMM RAM
- Teac 1.44MB Floppy Drive
- **WDC 3.2GB EIDE Hard Disk**
- **Sound Blaster 32 PnP Sound Card**
- **16X EIDE CD ROM**
- **Matrox MillenniumPCiw/2MB WRAM**
- Premium ATX Medium Tower 230W PS
- USRobotics 33.6K Fax/Modem/Voice
- KeyTronic 104 Key w/ PS/2 Keyboard
- Microsoft Ergonomic Serial Mouse w/ Pad
- Pair of 260 Watt Stereo Speakers
- Monitor Sold Separately

Pentium® Pro 150 Mhz $1,499.00
Pentium® Pro 180 Mhz $1,799.00
Pentium® Pro 200 Mhz $1,899.00

Intel Dual Pentium® Server

- SuperMicro/Tyan Pro Dual Pentium PCI MB
- Intel Natoma 440FX Chipset /3 ISA/5 PCI
- Flash AMI PnP Bios/Dual 150-200Mhz
- Intel Pentium® Pro CPU with Cooling Fan
- **64MB 60NS EDO 72 Pins Simm**
- Teac 1.44MB Floppy Drive
- Adaptec 2940W Ultra Wide SCSI Controller
- **4.2GB Fast SCSI Hard Disk**
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- Toshiba/Panasonic 8X SCSI CD ROM
- Keytronics Enhanced Keyboard
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- Window NT Server v. 4.0 w/5 clients access
- 3 COM 3C905TX 10/100 Fast Ethernet

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- Windows 95 Full Version
- 3D CD Games
- ATI TV Tuner .....add $99

166 MMX™ $1,779.00

200 MMX™ $1,969.00

*Monitor Sold Separately

BEST BUY

	MB W/CPU	Basic System
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• Intel Triton Pentium® 120Mhz/256K	$199	$299
• Intel Triton Pentium® 133Mhz/256K	$229	$329
• Intel Triton Pentium® 150Mhz/256K	$259	$359
• Intel Triton Pentium® 166Mhz/256K	$369	$469
• Intel Triton Pentium® 200Mhz/256K	$499	$699

Barebone System:CPU & M/B, 8MB, 1.44MB FDD, IDE 1/0, Mini Case w/230W PS, 104 Keyboard, 256K Pipeline Burst Cache.

Video Graphic Card

Diamond
Stealth 64 PCI w/1MB DRAM $59
Stealth 64 PCI w/2MB DRAM $65
Stealth 64 Video 2001 PCI w/2MB $88
Stealth 64 Video VRAM PCI w/2MB $159
Stealth 64 Video VRAM PCI w/4MB $228
Edge 3D PCI w/1MB DRAM $115
Edge 3D PCI w/2MB DRAM $128

Matrox
MGA Millenium PCI w/2MB WRAM $169
MGA Millenium PCI w/4MB WRAM $239
MGA Millenium 2MB WRAM Upgrade $79
MGA Mistique 3D PCI w/2MB $129
MGA Mistique 3D PCI w/4MB $169

ATI
Graphic XPression PCI w/1MB DRAM.....$69
Graphic XPression PCI w/2MB DRAM.....$89
Pro Turbo PCI w/4MB SGRAM $179
Pro Turbo PCI w/8MB SGRAM $249

Monitor

Digiview
Digiview 17" 1708/1710F .....$489/$679
Digiview 15" 1509 .....$289
Digiview 14" 1434 .....$189

Sony
Sony 15" SX1/SFII .....$375/$455
Sony 17" 200 SX/SFII .....$658/$758
Sony 20" SEII .....$CALL

Nanao
Nanao 17" F2- 17/T2- 17 .....$799/$935
Nanao 21 " F2-21/FX2-21 ....$1735/$2775

NEC
NEC 15" 15XV+/M500 .....$445
NEC 17" 17XV+/M700 .....$749
NEC 21" P1150 .....$1985

Impression
Impression 3 Plus 14"/15" .....$189/$289
Impression 7 Plus 17" $489
Impression Vienna Pro 17" $689

Viewsonic ..... $ CALL

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Fujitsu
1.2GB/1.7GB IDE .....$179/$199
2.1GB/2.5GB IDE .....$225/$245

Quantum
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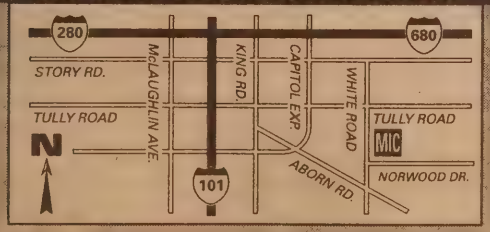

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The Art Of The Resume

Dos and Don'ts From Hiring Managers

By Catherine Mikkelsen

Sooner or later, most of us need a resume, and in today's competitive job market, it better be a good one—a *really* good one. That's the secret behind the resume industry's boom—whose resume is perfect?

But a resume shouldn't just be perfect, it should be effective. When it comes right down to it, the resume has one simple goal: getting into a job interview. Oh sure, during the interview process, the resume provides potential employers with background information and so forth, but its primary function is to get you in the door.

With an interview as the goal, the cardinal rule of resume writing becomes "Thou shalt not alienate the hiring manager." This is where it gets sticky. While resume books now contain advice on everything under the sun, no resume book can look into the mind of today's hiring manager.

What do the managers want? What do they think about the resumes that they get? Have you ever wondered what managers screen for, or what they talk about when they're comparing notes? Well, here's your opportunity.

To research this piece, I emailed questions to a group of managers at fifteen Silicon Valley firms, most of whom are currently trying to hire. The people quoted in this piece are from marketing, engineering, testing, technical writing, operations, technical support, manufacturing, you name it. And, not surprisingly, everybody had an opinion on resumes!

If you don't know the basics of writing a resume by now, go to the bookstore and buy any of the available books. But if you do have a resume, whether it's one you don't use right now but lovingly keep current, or a shopworn one that's been hitting the rough valley floor for the past few months, pull up a chair and check out the comments.

Market Yourself

Before we actually talk about the stuff of good resumes, let's talk about how to present yourself. Most jobs are the result of personal connections. If you're looking for a job, you're going to have to network. And while you're at it, try to enjoy yourself. People remember you a lot more if you're upbeat.

The best tool for getting to know people is the telephone. Are you a good telephone self-promoter? Most people could use help. I suggest a book called *Dynamite Tele-Search*, by Ronald L. Krannich and Caryl Rae Krannich, PhDs (ISBN: 0942710908). It tells you how to get through "gatekeepers" like secretaries and administrative assistants to talk with the people in charge, what to say to them, and what to ask for. Whether or not you use all of their advice, the Krannich duo gets you thinking about how you use the telephone, which any salesperson knows is a formidable tool.

The second tool for getting to know people and getting your resume in front of them is the Internet. If you're online, try reading *Electronic Job Search Revolution*, by Joyce Lain Kennedy and Thomas J. Morrow (ISBN: 047111575762). It lists resume clearinghouses, good places to look for jobs, and some rules of thumb for posting your resume and following up on your Internet search.

Introducing A Good Resume

It's amazing how many of our managers mentioned a good cover letter. With the proper type of cover letter, you can deliver a one-two punch. Your resume can describe what you've done and your cover letter can tell an employer who you are.

Employers are often looking for a set of skills, as well as a certain type of person. Your resume isn't the best place to convey things about your personality, so put it into your cover letter. Tell employers what you love working on, what you look forward to, and what you are most proud of accomplishing.

The cover letter is also a great opportunity to let employers know that you've put some effort into understanding their needs. It's even better to research the job description and tell the hiring manager exactly why you'd be perfect in the job. Are you studying something that will help you do the job? Has anything in your past uniquely prepared you for this position? Explain to the manager why they should hire you, and you just might get your wish.

The Alienated Hiring Manager

If you were a hiring manager, how would you feel about having to read from five to ten resumes a day? How would you feel after a week? A month? A year? Do yourself a favor: Steer clear of the things that managers hate, and you've got a better chance of being invited for an interview.

In the email responses that I got, the "turn-offs" list was far more interesting and useful than the list of requests. If your resume does any of the things in this section, it might be neatly filed on arrival—in the garbage can.

• **Keep It Simple:** As a group, the managers hated cutesy "designer-ish" resumes. Most

continued on page 123

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Tucson P-150/512K PCI - USB	320
Tucson P-133/512K PCI - USB	310
Tucson P-120/512K PCI - USB	270
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Marl Pentium®200/512K PCI (ATX)	588
Marl Pentium®166MMX /512K (ATX)	500
Marl Pentium®166/512K PCI (ATX)	400
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Marl Pentium®133/512K PCI (ATX)	260
Marl Pentium®120/512K PCI (ATX)	213
Marl Pentium®100/512K PCI (ATX)	210
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Intel Triton VX P-150/256K Pipeline	252
Intel Triton VX P-133/256K Pipeline	237
Intel Triton VX P-120/256K Pipeline	195
Intel Triton VX P-100/256K Pipeline	190
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Asus TX97 Pentium®200/512K PCI	596
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- Logitech Mouse w/Pad
- **8x EIDE CD-ROM**
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- Free CPU Cooling Fan
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- Super Mini w/LED 230W
- 104 Win95 keyboard
- Logitech Mouse w/Pad
- **8x EIDE CD-ROM**
- Sound Blaster 16 vibra
- **33.6** fax modem
- Stereo pair of speakers
- Free CPU Cooling Fan
- **Windows 95B** CD&Manual

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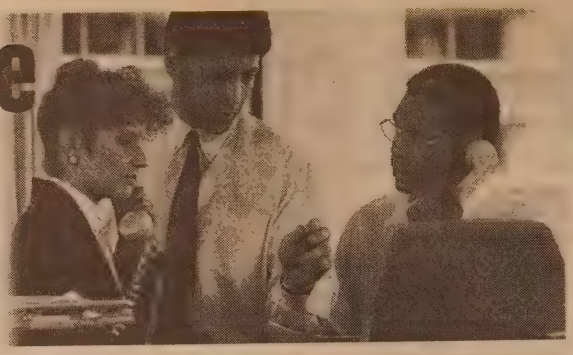

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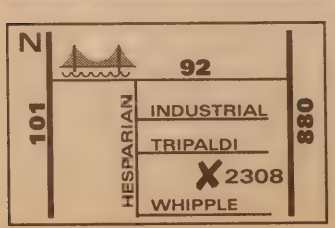

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- 3.1GB EIDE Western Digital Hard Disk Drive
- 1.44MB 3.5" Floppy Disk Drive
- 16X EIDE CD-ROM Disk Drive
- Creative Labs Sound Blaster AWE 64
- 180W Speakers
- US Robotics Sportster 33.6
- Microsoft Mouse
- Microsoft Natural Keyboard
- Deluxe Mid Tower ATX Case
- Windows 95
- Software Bundle

Pentium® Pro 150MHz.....$2039
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CAD Station

- Intel Motherboard w/440FX Chipset
- 32MB EDO RAM
- Diamond Stealth 3D 3000 2MB VRAM
- 2.5 EIDE Hard Disk Drive
- 1.44MB 3.5" Floppy Disk Drive
- 12X EIDE CD-ROM Disk Drive
- Creative Labs Sound Blaster 32 PnP
- 180W Speakers
- 33.6 Fax Modem
- 104-Key Windows 95 Compatible Keyboard
- Logitech Mouse
- Deluxe Mid Tower Case
- Windows 95
- Software Bundle

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- Intel Triton Motherboard w/512K Pipeline Cache
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- Matrox Mystique 2MB SGRAM
- 2.1GB EIDE Hard Disk Drive
- 1.44MB 3.5" Floppy Disk Drive
- 12X EIDE CD-ROM Disk Drive
- Creative Labs Sound Blaster 32 PnP
- 180W Speakers
- 33.6 Fax Modem
- 104-Key Windows 95 Compatible Keyboard
- Logitech Mouse
- Deluxe Mid Tower Case
- Windows 95
- Software Bundle

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Pentium® 166MHz.....$1399
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- Intel Triton Motherboard
- 32MB EDO RAM
- Diamond Stealth 64 2MB DRAM
- 1.6GB EIDE Hard Disk Drive
- 1.44MB 3.5" Floppy Disk Drive
- 12X EIDE CD-ROM Disk Drive
- Creative Labs Sound Blaster Vibra 16 PnP
- 180W Speakers
- 33.6 Fax Modem
- 104-key Windows 95 Compatible Keyboard
- Logitech Mouse Man
- Deluxe Mid Tower Case
- Windows 95
- Software Bundle

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Pentium® 150MHz.....$1169
Pentium® 166MHz.....$1299
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Pentium® 166 w/MMX.....$1299
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Fax Modem 33.6, int.....$53
Fax Modem 33.6, w/voice, int.....$65

SUPRA
Supra Express 33.6 PnP, int.....$85
Supra Express 33.6 PnP, w/voice, ext.....$95

US ROBOTICS
US Robotics Sportster 33.6, int.....$94
US Robotics Sportster 33.6, ext.....$149

CD-ROM/MULTIMEDIA

CD-ROM DRIVES
10X Win95 PnP, int.....$83
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16-Bit PnP Sound Blaster Compatible Sound Card.....$22
Sound Blaster 16 Win95 PnP.....$55
Sound Blaster 32 PnP.....$86
Sound Blaster AWE 32 PnP.....$168
Multimedia Microphone System MIC-2.....$5
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SPEAKERS
Deluxe 20W.....$9
Deluxe 55W.....$19
Deluxe 180W.....$32
Deluxe 180W w/surround sound.....$37
Prime MultiMedia Kit 12X/Sound/Speaker.....$139

HARD/FLOPPY DRIVES

HARD DRIVES (Seagate/Maxtor/Quantum/Western Digital)
630MB IDE.....$145
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1GB IDE.....$175
1.2GB IDE.....$189
1.6GB IDE.....$199
2.0GB IDE.....$225
2.5GB IDE.....$245

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72-Pin SIMMs NP
4MB (1x32).....$24
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16MB (4x32).....$86
32MB (8x32).....$172

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16MB (4x32).....$86
32MB (8x32).....$172

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P-120.....$115
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P-166MMX.....$325
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PP-200/512K.....$1050

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5x86 DX-4 133MHz.....$42

CYRIX
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6x86-166.....$135

CASES w/POWER SUPPLY

Mini Tower (230W Power Supply).....$29
Mid Tower (230W Power Supply).....$39
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Mitsumi 104-key Win95.....$13
Microsoft Ergonomic.....$59
3-button Mouse (MS compatible).....$6
Mitsumi Ergonomic Mouse.....$6.50
Microsoft Mouse.....$24
Logitech 2-button.....$11
Logitech 3-button.....$20

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- 2.0Gig EIDE Hard Drive
- 2 (16550)Serials, 1 Parallel Port
- Genoa Phantom 64 PCI 2MB EDO
- 12X EIDE CD ROM Drive
- Stereo 16-bit sound card
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- Mitsumi 104 enhanced keyboard
- Premium Mini Tower Case w/PS
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- 60w stereo speakers w/Sub Woofer
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- FREE CD GAMES
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- Built-in Touchpad Pointing Device
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- Duracell NiMH Battery Pack
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- 1 Parallel Port with ECP/EPP
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- Microsoft Windows 95
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- 1-Year Parts & Labor Limited Warr.

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133MHZ	$2019	$2413	$2499
150MHZ	$2079	$2469	$2755
166MHZ	$2229	$2619	$2905

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Cyrix Multimedia System

586PCI 437vx Chipset Motherboard
256k Pipeline Burst Cache
CPU heatsink & cooling fan
Cyrix 6x86-P166+ CPU
16MB 60ns EDO RAM (Exp. 128MB)
1.44MB 3-1/2" Floppy Drive
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Enhanced PCI IDE Controller
Genoa Phantom 64 PCI 2MB EDO DRAM
8X EIDE CD ROM & 16-Bit SC
FREE Grolier 97 Enc., CD Games
FREE Computer Stereo Speakers
Mitsumi 104 (win95) Keyboard
Mini Tower Case w/200watts PS
Logitech 2-button Serial Mouse
Microsoft® Windows 95 (OSR2)

$779

*monitor sold separately

Home Multimedia System

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CPU heatsink & cooling fan
AMD 5x86-PR100 Processor
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1.44MB 3-1/2" Floppy Drive
1.27Gig EIDE Hard Drive
2 (16550)Serials, 1 Parallel Port
Enhanced PCI IDE Controller
Stealth 3D 2000 PCI 2MB EDO
8X EIDE CD ROM & 16-Bit SC
FREE Grolier 97 Enc., CD Games
FREE Computer Stereo Speakers
Mitsumi 104 (win95) Keyboard
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CPU Heatsink & Cooling Fan
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16MB 60ns EDO Ram (Exp. 128MB)
1.44MB 3-1/2" Floppy Drive
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Enhanced PCI IDE Controller
Lightspeed 128 PCI 2.25mb MDRAM
12X EIDE CD ROM Drive
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Maxi Switch 104 Keyboard PS/2
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Logitech 3-Button PS/2 Mouse
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*Add $20.00 for AMD K5-PR166

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CPU Heatsink & Cooling Fan
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2.1Gig EIDE Hard Drive
Enhanced PCI IDE Controller
ATI 3D Expression 64 PCI 2MB
12X EIDE CD ROM Drive
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Fujitsu 104 Enhanced Keyboard
Premium Mid Tower Case w/PS
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Yamaha YST-M7 Stereo Speakers
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1.44MB 3-1/2" Floppy Drive
2 (16550)Serial, 1 Parallel Ports, 1 PS/2
2.1Gig EIDE Hard Drive
Enhanced PCI IDE Controller
Lightspeed 128 PCI 2.25mb MDRAM
12X EIDE CD ROM Drive
Sound Blaster 16 PnP
Keytronic 104 Enhanced Keyboard
Premium Mid Tower ATX Case w/PS
Logitech 3-button PS/2 mouse
Microsoft® Windows NT Workstation 4.0

$1299

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- Nakamichi 4X4 IDE CD changer w/controller ... $78
- NEC 8X IDE ... $90
- NEC 4X/8X SCSI-2 Caddyless ... $85/199
- Pioneer 12X IDE ... $89
- Teac 6X SCSI-2 CD565 ... $165
- Teac 8X IDE ... $92
- Toshiba XM-5602B 8X/XM-5702B 12X IDE 125ms 256k ... $95/109
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- Toshiba XM-3801 15X SCSI-2 <99ms 256k ... $call

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- adaptec AHA-2940au ultraSCSI w/kit ... $165
- adaptec AHA-2940uw ultraWide SCSI w/kit ... $199
- adaptec AHA-3940/3940w ... $call
- FirePort 40 (by DIAMOND) ultraWide SCSI (retail) ... $159
- SC-200 (Symbios) fast5CSI (for ASUS mb only) ... $68

DISPLAY ADAPTERS

- #9 Motion 771 PCI w/2MB VRAM ... $229
- #9 Imagine 128 PCI 4MB/8MB ... $479/629
- ATI 3-D Expression PCI 2MB EDO ... $79
- ATI 3-D Expression PCI+PC2TV 4MB EDO ... $155
- ATI Winturbo PCI w/2MB VRAM MPEG ... $165
- Hercules Terminator 128PCI 2MB MDRAM ... $139
- MGA Matrox Mystique 2/4MB SGRAM PCI ... $99/145
- MGA Matrox Millenium 2/4MB WRAM PCI ... $189/245
- ORCHID Kelvin 64 PCI 1MB /Video ... $79/95
- Genoa Phantom 64 PCI SVGA 2MB EDO RAM MPEG ... $49
- STB Lightspeed 128 Video PCI 2.25MB MDRAM ... $115
- S3 Trio64 PCI SVGA (by ExpertColor) 1MB EDO ... $35
- S3 Virge 3-D 64 PCI w/2MB MPEG ... $65
- Stealth 64 PCI Video 2001 1MB DRAM ... $65
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- Stealth 64 Video PCI 2MB/4MB VRAM ... $125/165

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- Fujitsu 1.27/1.7gig EIDE ... $185/199
- Fujitsu 2.1/2.5gig EIDE ... $220/245
- MAXTOR 1 3/1.6Gig EIDE 12ms ... $185/199
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- Seagate 4.2Gig EIDE (ST-34250A) 10.5ms ... $365
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- WD 2.0/2.5Gig EIDE 12ms (WD-32100/32500) ... $225/249
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- Logitech Serial 2-Button (Dexxa) ... $7
- Logitech Serial 2-Button (M34) ... $11
- Logitech Serial/PS2 3-Button ... $15/15
- Logitech MouseMan combo 3-Button ... $25
- Logitech Sensa Serial (Brown) Retail Box ... $25
- Logitech TrackMan Marble (combo) ... $79
- Logitech MouseMan Bus Mouse 3-Button ... $44
- Logitech WingMan Extreme Joystick ... $29
- Mitsumi 2-Button Serial/PS/2 ... $10

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- Internal 14.4k Faxmodem w/Voice Mail ... $25
- MAXTECH 33.6k V.34 Faxmodem /with voice ... $85/99
- Modem Blaster 28.8k int. Faxmodem ... $68
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- Motorola BitSurf PRO ISDN Ext. modem ... $call
- Practical Peripheral 28.8k Internal Faxmodem ... $159
- SupraExpress 33.6k PnP w/Voice Int. (retail) ... $109
- Supra Netcommander ISDN Int ... $259
- USR Sportster 33.6k V.34 int(oem)/(up. 56K) ... $79/110
- USR Sportster 28.8k V.34 voiceExt ... $129
- USR Sportster 56k Int. (retail) ... $189

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- ASUS 430VX Intel chipset 256k (exp. 512k) ... $129
- ASUS 430HX Intel chipset 512k ... $149
- ASUS 430HX Intel chipset Dual ems 512k ... $575
- ASUS 430TX Intel chipset 512k TX97/X (3-DIMM sockets) ... $175/195
- ASUS 430TX Intel chipset 512k TX97-E ... $Call
- ASUS 440FX Intel chipset Pro ... $Call
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- Intel Mari 430HX 256k ... $115
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- Intel Venus 440FX PRO ... $199
- Intel Providence Dual PRO + SC & NIC ... $575
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- Supermicro PSSTE (made in USA) 512K ... $175
- TMC 440FX 686/Pentium II ... $Call
- Tyan Tomcat I 430HX 512k ... $189
- Tyan Tomcat II 430HX Dual 512k ... $259
- Tyan Tomcat III 440FX Dual PRO ... $395

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- *Iiyama* Vision Master Pro 17 (1600x1280) .25AG ... $759
- *Iiyama* Vision Master Pro 21 (1600x1200) .30AG ... $1599
- Hyundai 15" NI .28 (1280x1024) Digital (3-year) ... $265
- Hyundai 17" NI .28 (1280x1024) Digital (3-year) ... $475
- MAG DX1595 15" .28 NI (1024x768) Digital ... $365
- MAG DX1795 17" .28 NI (1280x1024) Digital ... $609
- NEC (ALL Models, Please Call) ... $CALL
- Sampo 14" NI .28 (1024x768) Digital control ... $185
- Sampo 15" NI .28 (1280x1024) Digital control ... $265
- Sampo 17" NI .28 (1280x1024) Digital control ... $475
- Smile 15" NI .28 (1280x1024) Digital OSD ... $265
- Smile 17" NI .28 (1280x1024) Digital OSD ... $475
- SONY 100SX 15" (1280x1024) .25 Digital ... $369
- SONY 175F II 17" (1280x1024) .25 Digital ... $739
- SONY 17se2 17" (1600x1280) .25 ... $899
- ViewSonic 15GS (1280x1024) .28 NI ... $345
- ViewSonic 17GS (1280x1024) .27 NI ... $575
- ViewSonic 17GA (1280x1024) .27 NI w/Spkrs ... $665
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- ViewSonic PTB13 (1600x1200) .28AGP 21" ... $Call
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- 3COM EtherLink III TPO/TP/COMBO ... $69/83/92
- 3COM EtherLink III PCI 10/100Mbps ... $79
- Intel EtherExpress Pro10+ ISA ... $85
- Intel EtherExpress PRO/100 PCI ... $95
- 5-port HUB ... $65
- LanPro 16-port HUB ... $199
- Maxtech 16-port HUB ... $229
- NE-2000 16-bit TPO/COMBO ISA PnP ... $25/29
- SMC EtherLink III TPO/TP/COMBO ... $69/89/109

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- HP Inkjet 400 ... $169
- HP Inkjet 693/820Cse, 6.5ppm (black), 4ppm (color) ... $299/389
- HP Inkjet 870Cse, 8ppm (black), 4ppm (color) ... $499
- HP LaserJet 5L ultra 600dpi, 6ppm, 1MB Memory ... $369
- HP LaserJet 6P 600dpi, 8ppm ... $Call
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SCANNERS / OCR READERS

- HP Scanjet 5p Scanner ... $399
- HP Scanjet 4c Scanner ... $899
- PaperPort Vx (Visioneer) ... $199

SOUND CARDS

- PowerSound Vibra 16 w/FM Radio EIDE int ... $72
- ESS 1868 16-bit 3D EIDE int ... $25
- ESS 1868 16-bit 3-D SRS full duplex EIDE int. (retail) ... $35
- ExpertColor 3-D 16-bit (OPTI 931) full duplex ... $22
- *SoundWave 32Pro +SCSI w/WaveBooster* ... *$125*
- Sound Blaster 16 MCD w/ASP (non-PnP) ... $89
- Sound Blaster 16 PnP/32 PnP 3-D ... $55/99
- Sound Blaster AWE32 3D PnP (retail) ... $199
- Sound Blaster WaveBlaster II (retail box) ... $75
- TeleVideo SoundWave SRS w/Wave table IDE + Mech II ... $99

TAPE BACKUPS

- Colorado T1000 400/800MB w/tape ... $119
- Colorado T3000 1.6/3.2Gig Travan ... $199
- *FC-20 controller for T1000/T3000 ... $68
- Colorado T4000 4Gig/8Gig SCSI-2 ... $369
- Iomega Ditto 800 400/800MB ... $109
- Iomega Ditto 2000 2 0Gig (Int/Ext) ... $169/199
- Iomega Ditto 3200 3.2Gig (Int/Ext) ... $219/270
- Iomega Zip IDE(oem)/parallel/SCSI ... $135/159
- Iomega Jaz Internal(oem)/External ... $349/489
- *Zip Disk (100MB) ... $14
- *Jaz cartridge (1gig) ... $109

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Sat 10:00AM-5:00PM

The Art Of The Resume

continued from page 118

resumes get scanned into or received into email, so make your resume easy to use. Avoid:

"Weird fonts, colored paper (which looks awful when photocopied, by the way). If you can't make your accomplishments stand out, fancy gimmicks can't help... I absolutely do not like 'creative resumes.'"

"Photos. This is ridiculous. Like I would check for facial scarring before interviewing someone."

• **Proofread, Proofread, Proofread:** Don't forget to triple-check your formatting, spelling, and so forth.

This category got the biggest list of complainers, and the most violent response. Several people stated outright that if a resume had errors in it, it just got thrown away. One mentioned that resume writers should not let their spell checkers lull them into complacency; proofreading has not been rendered obsolete by computers, which can't detect homonyms (to, too, two; four, for), do a mediocre job on grammar, and do nothing for punctuation.

"I get personally very peeved at formatting and spelling errors. I'm hiring technical people and I can't expect them to learn new tools here if they can't even use their tools properly."

"The show-stopper: typos, grammatical errors and bad or unclear writing condemn a resume to the circular file almost without exception."

• **Write clearly, using as few words as possible:** Remember, the person who reads your resume does it as part of their job. They have read many, many resumes and they have no patience with poorly-organized ideas, bizarre approaches, jargon, or lies. Specific recommendations and dislikes:

"Don't be flip."

"Don't obviously overstate things. ("As a junior systems administrator, I had control of every aspect of the IS department, from systems and network design to purchasing authority.")

"Lies, whether we find them immediately or in a background check."

"I hate jargon specific to companies. For example, one large local company has a very important position known internally as 'Managing the Business.' If a person just puts 'Managing the Business' on their resume, and doesn't realize that the phrase is specific to their company's jargon, it's a sign that they can't communicate on another person's terms."

"More than one page for people with three or fewer jobs. More than two pages ever... I've seen some doozies, for example, a ten-page expository autobiography from someone two years out of school."

When it comes right down to it, the resume has one simple goal: getting into a job interview. Oh sure, during the interview process, the resume provides potential employers with background information and so forth, but its primary function is to get you in the door.

• **Don't abuse technology, or forget to read the instructions:** As more and more people are trading email on different computers, it is dumb not to send ascii text to someone who's screening you for a job. There is no guarantee that they will have any program on their computer, ever. There's also no guarantee of what type of system they'll have.

"Here's a pet peeve: a resume sent as an email attachment that 1) must be unpacked on a platform that I don't have on my desktop and 2) must be opened using an application I don't have on my computer."

"The new trend seems to be just sending someone your URL instead of a resume. I find this incredibly obnoxious and refuse to go looking for someone's resume. I email back and ask them to send me an ascii version."

What Do The Managers Like?

Although it's easier to criticize resumes than offer good suggestions, the group we spoke to were very specific about what types of things that they did like in a resume.

"Give me a crisp, objective statement that shows progress towards a career goal, like Project Manager, Manager, or Director."

"I like a layout that shows somebody has high standards. Not that they're a designer, just that they are careful about their work....And by the way, design is about clarity and readability, not fonts."

"Directness and brevity." (But don't be afraid to include interesting and pertinent information.)

"A random collection of buzzwords isn't helpful, but buzzwords matched with projects and accomplishments can be very useful (e.g. 'Designed, implemented, and successfully deployed widget written in Java for Internet client access to back-end Sybase database.')."

"I look for patterns that make sense. I don't mind a variety of experiences. In fact I think that's good, but if the pattern doesn't make sense, I'm not as confident that the person has been developing themselves."

"I like to see interests listed on the bottom. It's useful for breaking the ice and establishing the personal level of contact you need to get a good judgment of fit for a company and position. Interests also tell you if you have a risk taker, team player, (or) builder ... on your hands."

"I like evidence of a well-rounded background. If you've worked in a variety of industries, or mastered a variety of tools, or performed a variety of functions, you're more likely to adapt to a new industry, tool, or job (But don't list everything you've ever done!)."

Sequential vs. Task-Oriented Resumes

If you've gotten laid off in the last few years by a large company, chances are that you've spent time with an "outplacement firm." These firms specialize in counseling laid-off workers, teaching them how to present themselves, and teaching them how to write resumes. One of the most interesting things that I've seen spring from outplacement training is a new-fangled resume, the "task-oriented resume."

The typical resume has your name and objective at the top, followed by a description of your most current job. After that, your previous jobs are described in reverse-chronological order, followed by your education. The task-oriented resume, on the other hand, treats the sum of your business experience as one giant sandbox. At the top of a task-oriented resume is your name and an objective, then, typically, a list of "Career Highlights." After the highlights, your previous jobs are listed in reverse chronological order with no descriptions or job titles, just company names and dates, followed by your education.

Why would people choose one resume over another? To be perfectly blunt, the task-orient-

continued on page 262

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P150+	$685	P100	$793
P166+	$867	P133	$825
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ASUS TX97 Cyrix 200+

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- Trident 9680 PCI 2MB MPEG+AVI Video Card
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Cyrix® 6x6	
P150+	$1013
P200+	$1083

AMD® K5	
P100	$937
P133	$970
P166	$1007

For Pentium 166/200MHz MMX upgrade, add $140

DIAMOND MULTIMEDIA

Apri

Dear Derek,

Thank you for lending us the Pentium 133mhz systems for the CGDC (Comput
Developer Conference) and WINHec (Windows hardware engineering confere
shows. The systems were great and were very reliable. I also appreciate the t
Pentium P166mhz systems that you were able to put together within a few hour

Once again, I like to thank you, and your staff for your invaluable contribution.

Ken Wu
UMiracle Microsystems
44063 Fremont Blvd.
Fremont, CA 94538

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our company. As a software developer, we are continually seeking the latest technology
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upgrading of our systems, which is very good in suggesting a variety of choices in the up
process. We choose UMiracle for its helpful and responsive sales team, knowledgeable t
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- 15" Hitachi CM-500 .28DP 1280x1024NI Monitor
- Premium ATX style Medium Tower 235W ATX PS
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Intel Pentium®	
133MHz	$1423
166MHz	$1533
200MHz	$1658

TomCat III Dual Pentium

- TYAN Tomcat III S1563D Dual Pentium® ISA-PCI 512K motherboard, 430HX, support Dual Pentium® 75-200Mhz, 5 ISA+4 PCI slots, onbrd PCI Bus-Master IDE interfaces, HiSpd I/O, FD, Dual ZIF Sockets, Flash Award BIOS, upto 512MB
- Genuine Intel Pentium® Processor(s) w/ Cooling Fan(s)
- 32MB=16MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- 3.2GB Quantum FireBall TM3200A Mode 4 E-IDE HD
- Toshiba XM-5702 TwelveSpeed IDE 1800KB/S CD-ROM
- Sound Blaster Compatible ESS 16Bit PnP Stereo Sound Card
- ATI 3D ProTurbo PC2TV 4MB SGRAM Video Card
- 15" Hitachi CM-500 .28DP 1280x1024NI Monitor
- Premium Digital Medium Tower 230W PS
- KeyTronic 104 Key Win95 Keyboard
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Intel Pentium®	
133MHz	$1597
166MHz	$1709
200MHz	$1839
Dual 133MHz	$1741
Dual 166MHz	$1986
Dual 200MHz	$2225

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AND BE A WINNER!

Intel Venus P6 Pentium® Pro

Intel Venus Performance/VS Pentium® Pro motherboard w/256K Built-in CPU Cache, Intel® 440FX chpst, w/onbrd BusMaster IDE, HiSpd I/O, FD, PS/2 Keybrd+mouse ports, ZIF Socket 8, AMI PnP Flash BIOS, FP/
ECC 72Pin SIMM upto 256MB, ATX Form Factor board
Genuine Intel Pentium® Pro Processor w/ Cooling Fan
32MB=16MBx2 60ns 72Pin EDO SIMM RAM
1.44MB Floppy Drive
3.2GB Quantum FireBall TM3200A Mode 4 E-IDE HD
Toshiba XM-5702 TwelveSpeed IDE 1800KB/S CD-ROM
Creative Lab Sound Blaster 32 PnP Stereo Sound Card
ATI 3D ProTurbo PC2TV 8MB SGRAM Video Card
17" Hitachi CM-620 .28DP 1280x1024Ni Monitor
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Legitimate MS Windows NT V4.0 Workstation CD + Manual
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Pentium® Pro	
150MHz 256K	$2145
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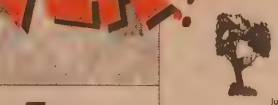
200MHz 256K	$2313
200MHz 512K	$2877



TREEHOUSE SOFTWARE CONSULTING GROUP

July 25, 1996

STRUCTURED CAPITAL MANAGER
A Division of First Southwest Company

Tony Nguyen
Sales Representative
UMiracle Microsystems, Inc.
44063 Fremont Blvd.
Fremont, CA 94538

Tony,

Messrs. Lawrence Ling, Sales Manager and Eddie Chung, Store Manager
UMiracle Microsystems Inc.

I just wanted to drop you a note of appreciation for your work in delivering our 3 SuperMicro Dual P6 Pro computers. The computers are great! They run Windows NT flawlessly. Installation was a breeze because UMiracle made

Intel Providence P6²

- intel Providence PR440FX Dual Pentium® Pro processor-based board - Intel 440FX PCISet, support Dual Pentium® Pro 200Mhz CPUs, EDO ECC 168Pin DIMM upto 512MB, Integrated LAN Controller Intel 82557 (=EtherExpress® Pro/100B), Integrated Ultra/Wide SCSI Adaptec® 7880, w/ onbrd+External mini-68Pin 16bit Wide Connectors, Integrated Audio - Crystal+Yamaha OPL3 FM Synthesizer 16bit Stereo Sound, 4 PCI+1 ISA slots, onbrd PCI Bus Master IDE interfaces,HiSpd I/O, FD, Dual ZIF Socket 8, Flash AMI PnP BIOS, ATX form Factor
- Genuine Intel Pentium® Pro Processor(s) w/Cooling Fan(s)
- 64MB=32MBx2 168Pin 4Mx72 EDO ECC Buffered DIMM
- 1.44MB Floppy Drive
- 3.2GB Quantum FireBall TM3200N Ultra-SCSI-2 HD
- Toshiba XM-5702 TwelveSpeed IDE 1800KB/S CD-ROM
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	Single	Dual
180MHz 256K	$3632	$4295
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200MHz 512K	$4178	$5586

TYAN Dual P6 Pro

P6² is here!

- TYAN Titan Pro AT S1662 Dual Pentium® Pro PCI-ISA motherboard, Intel 440FX Chipset, support Dual 150-200Mhz, 3 ISA+5 PCI slots, onbrd PCI Bus-Master IDE interfaces, HiSpd I/O, FD, Dual ZIF Socket 8, 2 VRM modules for future CPU support, Flash AMI PnP BIOS, FD/ECC 72Pin SIMM
- Genuine Intel Pentium® Pro Processor(s) w/ Cooling Fan(s)
- 32MB=16MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- 3.2GB Quantum FireBall TM3200A Mode 4 E-IDE HD
- Toshiba XM-5702 TwelveSpeed IDE 1800KB/S CD-ROM
- Creative Lab Sound Blaster AWE64 PnP Stereo Sound Card
- ATI 3D ProTurbo PC2TV 8MB SGRAM Video Card
- 20" Hitachi CM-2011MU .28DP 1600x1200Ni Monitor
- Server Class Super Case Dual Fan Full Tower 250W PS
- Liton SK6000 Ergonomic Win95 Keyboard
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- Pair of 120Watt Stereo Speakers
- Legitimate MS Windows NT V4.0 Workstation CD + Manual + Installed + Fully-configured

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150MHz 256K	$3106	$3469
180MHz 256K	$3205	$3668
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NoteBook Options:		
	MS DOS V6.22 + Windows V3.11	Add$100
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NiMH 2nd Battery	$115
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Battery Charger	$95
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PCMCIA 33.6 Fax/Data	$189
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CHEMBOOK 9750

■ P5 CPU upto 200MHz ■ DualScan/Active Screen 12.1"
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■ P5-100Mhz	$2464/$2518/$2680	$3139/$3193/$3355
■ P5-133Mhz	$2496/$2550/$2712	$3171/$3225/$3387
■ P5-166Mhz	$2643/$2697/$2859	$3318/$3372/$3534
■ P5-200Mhz	$2843/$2897/$3059	$3518/$3572/$3734

Add $140 for Intel Pentium 166/200MHz MMX Upgrade.

CHEM 6800 SPECIFICATION

- Intel Pentium 100/120/133/166/200MHz
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- 16Bit Stereo sound System
- 3 x Type II or 1 x Type II+1 x Type III (Support Zoom Video Port)
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- Windows 95 Keyboard

CHEM 9750 SPECIFICATIONS

- Intel Pentium 120/133/150/166/200MHz/MMX
- 13.3" TFT XGA/12.1" TFT SVGA or Dual Scan
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- 800x600x16M True Colors, 2MB Video RAM
- 64bit PCI bus graphics accelerator
- SystemSoft Flash BIOS with PnP
- 10Xi CD ROM, exchange w/FDD or Battery
- 16Bit Stereo Sound System
- Pipelined Synchronous 256K Level-2 Cache
- Infra-red IrDA and FIR
- Video Capture port
- Windows 95 Keyboard

CHEM BOOK 6800

CHEMBOOK 6800 ■ P5 CPU ■ Active 12.1"
■ 16MB EDO (440DIMM) ■ 256K L2 P.B. Cache
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■ I/O/P ports ■ Slimm Bay ■ InfraRed port ...

Active Matrix 12.1"	(1.0/1.4/2.1GB HD)
■ Pentium-100Mhz	$2314/$2368/$2530
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■ Pentium-166Mhz	$2493/$2547/$2709
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CHEM 6800 NoteBook Options

8MB=8x1 144Pin EDO	$55
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32MB=32x1 144Pin EDO	$195
Auto Adaptor 12V	$75
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MPEG Option	$90

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What is RAID?

RAID is an acronym for Redundant Array of Inexpensive (or Independent) Disks. A RAID array is a collection of drives which collectively act as a single storage system, which can tolerate the failure of a drive without losing data, and which can operate independently of each other. Among all RAID implementations, RAIDport, the latest Adaptec RAID 5 solution, is the most cost-effective way to protect your data. If the data in your file server is vital to your survival of your business, RAID-5 is the way to go!

RAID-5 Pentium Server

- IWILL P55TU PCI Pentium® processor-based board w/ Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW Ultra Wide SCSI), support MMX, 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, Pipelined 512K Cache onbrd, Intel 430HX chipset, ZIP Socket 7, 75-200Mhz, 3 PCI+5 ISA slots, FP or EDO 72Pin SIMM & support upto 256MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP support 4 IDE HDs, PnP 50pin SCSI + 68pin Wide SCSI + FD/HD/IO cables, Musical alarm CPU fan, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included
- Adaptec RAID 1130 daughterboard - upgrades IWILL P55TU to support hardware assisted RAID 0,1,0/1,5, complete Adaptec Viking Software for NT, Novell, Unix, 4MB cache memory installed for speedy performance
- Genuine Intel Pentium®/Cyrix® 6x86 Processor w/ Alarm Cooling Fan
- 32MB=16MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- Toshiba XM-5702 TwelveSpeed IDE 1800KB/S CD-ROM
- Three 3.2GB Quantum FireBall TM3200N Ultra-SCSI-2 HDs
- Trident 9680 PCI 1MB MPEG+AVI Video Card
- 14" ShamRock 1Kx768NI Pwr-Saving Monitor
- Server Class Super Case Dual Fan Full Tower 250W PS
- KeyTronic 104 Key Win95 PS/2 Keyboard
- MicroSoft Ergonomic Serial Mouse w/ Pad

Intel Pentium®
P5-133 $2821
P5-166 $2936
P5-200 $3068

Cyrix® 686 CPU
P150+ $2773
P166+ $2818

RAID-5 AMI Quad P6

- AMI (American Megatrends, Inc) Goliath Quad Pentium® Pro Processor EISA/PCI motherboard - U.S. designed & made 180/200MHz (or higher) 1/2/4 processors supported, easy processor upgrade thru CPU based board approach, 1GB memory max onboard with 168pin slots, 4 way interleave structure for max performance ECC supported, 168Pin DIMM supported, Intel 82450GX chipset, AMI Green Flash BIOS, 6 PCI + 4 EISA slots, Integrated I/O w/ 1P/2S/FD/2 PCI IDEs/PS2 mouse
- Genuine Intel Pentium® Pro Processor(s) w/ Cooling Fan(s)
- 64MB=32MBx2 168Pin 4Mx72 EDO ECC Buffered DIMM
- 1.44MB Floppy Drive
- Toshiba XM-5702 TwelveSpeed IDE 1800KB/S CD-ROM-Mylex DAC960PU/1 RAID-5 Ultra-Wide SCSI-3 PCI Controller with 8MB cache memory installed for speedy performance
- Five 3.2GB Quantum FireBall TM3200N Ultra-SCSI-2 HDs
- Trident 9680 PCI 1MB MPEG+AVI Video Card
- 14" ShamRock 1Kx768NI Pwr-Saving Monitor
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ULTRA WIDE 40MB/s Ready!!!

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RAID-5 Pentium Pro² Server

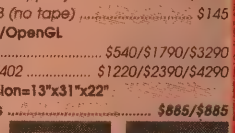
- IWILL DP6NS Dual Pentium® Pro processor-based board w/Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW Ultra Wide SCSI), 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, Intel 440FX chipset, ZIP Socket 8, 150-233Mhz, 3 PCI+4 ISA slots, FP or EDO 72Pin SIMM & support upto 512MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP support 4 IDE HDs, PnP 50pin SCSI + 68pin Wide SCSI + FD/HD/IO cables, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included
- Adaptec RAID 1130 daughterboard - upgrades IWILL P6NS2 to support hardware assisted RAID 0,1,0/1,5, complete Adaptec Viking Software for NT, Novell, Unix, 4MB cache memory installed for speedy performance
- Genuine Intel Pentium® Pro Processor(s) w/ Cooling Fan(s)
- 32MB=16MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- Toshiba XM-5702 12XSpeed IDE 1800KB/S CD-ROM
- Four 3.2GB Quantum FireBall TM3200N Ultra-SCSI-2 HDs
- Trident 9680 PCI 1MB MPEG+AVI Video Card
- 14" ShamRock 1Kx768NI Pwr-Saving Monitor
- Premium ATX style Full Tower 235W ATX PS
- KeyTronic 104 Key Win95 PS/2 Keyboard
- MicroSoft Ergonomic Serial Mouse w/ Pad
- Genuine MS Windows NT 4.0 Enterprise Server CD

	Single	Dual
150MHz256k	$3703	$4089
180MHz256k	$3809	$4301
200MHz256k	$3885	$4433
200MHz512k	$4497	$5678

NT ENHANCEMENTS

NT Guaranteed! All hardware listed below are guaranteed to be NT V4.0 compatible, we will make it right or your money back!

- **Memory**
  - *16/32/64/128MB 10ns SDRAM UnBuffered 168Pin DIMM for 430VX/TX ..... $Call*
  - *16/32/64/128MB 60ns DRAM ECC EDO Buffered 168Pin DIMM for 440FX ..... $Call*
- **RAID 5 Fast Ultra Wide SCSI-2 Host Adapter (for RAID-5 implementation, an IDE HD as boot drive is recommended)**
  - *DPT SmartCache IV SCSI Adapter & RAID Series/SmartRAID IV RAID Series ..... $Call*
  - *Mylex DAC960 Series Hi-Performance PCI RAID Controller with upto 3 UW SCSI channels supporting 45 HDs, upto 64MB Cache installable ..... $Call*
  - *AMI Complete MegaRAID Solution including:SCSI RAID level 0,1,3,5,10,30, and 50 PCI Disk Array Controllers/FlexRAID/Advanced Management Software/Advanced Enclosure Management/Boot-Up Configuration/Power Console/General Alert ..... $Call*
- **TapeDrive - HP DAT DDS/DDS-2 Drive (Sold & integrated with system only)**
  - *HP DAT C1534 DDS DAT Tape Drive (2GB on 90m Tape) $545*
  - *HP DAT C1536 DDS DAT Tape Drive w/DCLZ Hardware Compression (4GB on 90m Tape with compression) $627*
  - *HP DAT C1599A DDS-2 DAT Tape Drive w/DCLZ Hardware Compression (8GB on DDS-2 format with compression) $845*
  - *HP DAT C1553A DDS-2 Autoloader w/DCLZ Hardware Compression (48GB on DDS-2 format with compression) $2096*
  - *Seagate 32GB DAT DDS-2 Autoloader 4586NP (4 DAT Tape Support) $1450*
  - *Optional 12 Tape Magazine for above 4586NP upto 96GB (no tape) $145*
- **High End Video Card - 3D Rendering/Graphic Animation/OpenGL**
  - *Symmetric GLyder MAX/TX/MP 3D Accelerator ..... $540/$1790/$3290*
  - *Dynamic Pictures OpenGL Accelerator Oxygen102/202/402 ..... $1220/$2390/$4290*
- **Server Chassis (T-101)/Disk Array Chassis (T-103): Dimension=13"x31"x22" w/Dual Redundancy & Hot Swappable Power Supplies ..... $885/$885**
  - *T-101: 12 DriveBays/Upto 2 PowerSupply 2x300W 2x4.6" Smart Fans w/ Efficient Air Flow Full Size AT Motherboard FormFactor*
  - *T-103: 16 DriveBays/Upto 2 PowerSupply 2x300W 2x4.6" Smart Fans w/ Efficient Air Flow Perfect RAID Disk-Array Sub-Chassis*



- **Server Chassis TL-18 By Axxion w/o Power Supply.....$485**
  - *Full-size AT, Baby AT, oversize AT based boards, 11 drive bays (one 3.5" and four 5.25" exposed, six 5.25" hidden bays), Twelve slots, "snap-in" drive rails, secondary cooling fans, accepts standard power supply. Dimensions: 26" x 10" x 24.5" (DxWxH),*

TL-18 by Axxion

- **Server Enclosure KS-1400 w/ Dual Redundant Hot-Swappable 300Wx2 PS.....$995**
  - *Full-size AT, Baby AT, oversize AT based boards, 14 5.25" drive bays, Twelve slots, "snap-in" drive rails, 8 cooling fans, Dimensions: 20.5" x 16.25" x 23.75" (DxWxH)*

KS-1400

- **CD-ROM Tower Subsystem Chassis**
  - *7 Plextor 12xi PX-12TSI w/250W PS $2140*
  - *7 Toshiba 15xi XM-3801B w/250W PS $1885*
  - *7 Toshiba 12xi XM-5701B w/250W PS $1275*

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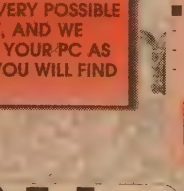

Off I-80 Albany Exit, go toward the hill and turn right on San Pablo Avenue. We are facing U.C. Village. Or off I-80 Gilman St, go toward the hill and make a hard turn on San Pablo Ave.

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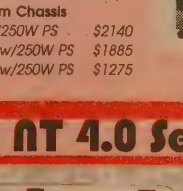
1501 El Camino Real #1
Belmont, CA 94002
Yes! Open on Sunday!



From north or south, Off I-101 Ralston Ave, go towards west, left on El Camino Real and make a U-turn ASAP. We are on your right.

Fremont Main
Ph:510-226-3666
44063 Fremont Blvd
Fremont, CA 94538
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REAL STUFF, REAL QUALITY, REAL PRICES

Motherboard without CPU / Call for CPU prices

- 486 PCI 256K w/ E-IDE, FD, HiSpd I/O, 3 PCI+4 ISA slots, support 72Pin SIMM ... $85
- Pentium® 75-200Mhz/Cyrix® 686-130+/150+/166+based PCI AT-form factor motherboard - Pipelined 256K, 430VX chpst, 4 PCI+3 ISA slots, onbrd PCI-IDE, HiSpd I/O, FD, Flash BIOS ... $95
- ASUS TX97 Pentium® processor-based board - 430TX PCISet, Pipelined 512K onbrd, 75-200Mhz Pentium/MMX/AMD/Cyrix200+ CPUs, 4 PCI+4 ISA+1 ASUS MediaBus slots, 168Pin DIMMx3 support, onbrd Ultra-IDE, FD, HiSpd I/O, Flash Award BIOS w/NCR SCSI Suppt, AT form factor ... $155
- ASUS TX97-E Pentium® processor-based board - same as TX97, plus 72PinSIMMx4 support, and 3 ISA slots instead of 4 ... $155
- ASUS TX97-X Pentium® processor-based board - 430TX PCISet, Pipelined 512K onbrd, 75-200Mhz Pentium/MMX/AMD/Cyrix200+ CPUs, 4 PCI+4 ISA slots, 168Pin DIMMx3 support, CreativeLabs VIBRA PnP Audio, onbrd Ultra-IDE, FD, HiSpd I/O, USB, Flash Award BIOS w/NCR SCSI Suppt, ATX form factor ... $215
- ASUS TX97-XE Pentium® processor-based board - same as TX97X, plus 72PinSIMMx4 support, and 3 ISA slots instead of 4 ... $215
- Intel Tucson TC430HX Pentium® processor-based Board - 430HX PCISet, Pipelined 512K onbrd, 75Mhz & up MMX CPU support, 4 PCI+3 ISA slots, 72Pin SIMM support upto 128MB, onbrd PCI-IDE, FD, HiSpd I/O, USB, Flash AMI BIOS, Built-in Yamaha OPL3 FM Synthesizer stereo sound w/line-in/out, Joystick, WaveTable connector, ATX form factor ... $180
- Intel Venus Performance/VS Pentium® Pro processor based motherboard - 440FX chpst, 150/180/200Mhz/future CPU support, 3 ISA+4 PCI slots, onbrd PCI-IDE, FD, HiSpd I/O, PS/2 mouse + kybrd connectors, Flash AMI BIOS, 72Pin SIMM support upto 256MB, ATX form factor ... $198
- Intel Providence PR440FX Dual Pentium® Pro processor-based board - Intel 440FX PCISet, support Dual Pentium® Pro CPUs w/VRM, ECC EDO buffered 168Pin DIMM upto 512MB, Integrated LAN Controller Intel 82557 (=EtherExpress® Pro/100B), Integrated UltraWide SCSI Adaptec® 7880 w/ onbrd+External mini-68Pin Wide Connector, Integrated Audio - Crystal+Yamaha OPL3 FM Synthesizer 16bit StereoSound, 4 PCI+1 ISA slots, onbrd PCI Bus Master IDE ports, HiSpd I/O, FD, Dual ZIF Socket 8, Flash AMI PnP BIOS ... $555
- IWILL P55TV PCI Pentium® processor-based board w/ Built-in Adaptec® PCI SCSI chipset 7860 (AHA-2940U Ultra SCSI), support MMX, Cyrix 686 CPU, 50Pin Fast SCSI-2 & Ultra SCSI (20MB/s Burst); Pipelined 512K Cache onbrd, Intel 430VX chpst, 3 PCI+5 ISA slots, 72Pin SIMM & 168PIN DIMM support upto 512MB, onbrd PCI-IDE, FD, HiSpd I/O, support 4 IDE HDs, 50pin SCSI + FD/HD/IO cables, Musical alarm CPU fan, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included. ... $245
- IWILL P55AVW PCI Pentium® processor-based ATX board w/ Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW UltraWide SCSI), Intel 430VX chpst, MMX/Cyrix 686 CPU support, 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, Pipelined 512K Cache onbrd, 3 PCI+4 ISA slots, 72Pin SIMM & 168PIN DIMM, onbrd PCI-IDE ports, FD, HiSpd I/O, USB, 50Pin+68Pin Wide SCSI + FD/HD/IO cables, Musical alarm CPU fan, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included. ... $320
- IWILL DP6NS Dual Pentium® Pro processor-based board w/Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW UltraWide SCSI), 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, Intel 440FX chpst, 150-233Mhz, 3 PCI+4 ISA slots, 72Pin SIMM support upto 512MB, onbrd PCI-IDE ports, FD, HiSpd I/O, 50Pin SCSI + 68Pin Wide SCSI + FD/HD/IO cables, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included ... $540
- Adaptec ARO1130 RAID-5 Option Card for IWILL P55TU, P55AVW or DP6NS - easily turn IWILL's 2940UW SCSI embedded motherboards to support hardware assisted RAID 0/1,0,1,5 level, 1/4MB Cache upgradeable, complete Adaptec RAID Viking software drivers supporting NT 3.51, 4.0, UNIX, Novell 3.xx,4.xx ... $325
- TYAN TomCat III S1563D Dual Pentium® Processor based ISA-PCI motherboard - onbrd Pipelined 512K Cache, 430HX, support Dual Pentium/MMX CPUs, 5 ISA+4 PCI slots, onbrd PCI IDE ports, HiSpd I/O, FD, Dual ZIF Socket, Flash Award PnP BIOS, support 72Pin SIMM upto 512MB, Pipelined 512K Cache built-in ... $225
- TYAN Titan Pro AT S1662 Dual Pentium® Pro ISA-PCI motherboard - 440FX Chpst, 3 ISA+5 PCI slots, onbrd PCI IDE ports, HiSpd I/O, FD, Dual ZIF Socket 8, 2 VRM modules for future CPU (low voltage) support, Flash Award PnP BIOS, support 72Pin SIMM ... $355
- TYAN Titan Pro ATX S1668 Dual Pentium Pro ISA-PCI motherbrd same as Titan Pro AT S1662 above except in ATX form factor ... $365
- AMI (American Megatrends, Inc) Goliath™ Quad Pentium® Pro Processor EISA/PCI motherboard - U.S. designed and made 180/200MHz (or higher) 1/2/4 processors supported, easy upgrade thru CPU based board approach, 1GB memory max onboard with 168 pin slots, 4 way interleave for max performance, ECC support, 168Pin DIMM support, 82450GX chpst, AMI Flash BIOS, 6 PCI+4 EISA slots, integrated I/O w/ 1P/2S/FD/IDE, Full Size AT form factor
  - Above w/ two 200MHz Pentium Pro 256K CPUs ... $5875
  - Above w/ four 200MHz Pentium Pro 256K CPUs & 2nd CPU baseboard ... $8320

CPU & Memory: (Prices Subject to Change without notice)

- Intel Pentium® Pro processor 256K/512K 150/180/200Mhz ... $Call
- Pentium® P5-100/120/133/150/166/200MHz/MMX CPU ... $Call
- AMD® 486-100DX4/120DX4/5x86-133DX4/K5/K6 ... $Call
- Cyrix®/IBM® 6x86-120+/150+/166+/200+ CPU ... $Call
- 256/512K Synchronous Pipelined Cache COAST module ... $20/$35
- 1MB/4MB 30Pin SIMM RAM ... $Call
- 72Pin SIMM - 32/36Bit-FP/EDO/Parity ... $Call
- 16/32/64MB 168Pin SDRAM DIMM Unbuffered 12ns for Triton VX/TX board ... $Call
- 32/64/128MB 168Pin EDO DRAM DIMM w/ECC Buffered 60ns for PR440FX Providence/AMI Goliath motherboard ... $Call

I/O Card/Controller Card

- Adaptec 1542CP PnP Bus-mastering SCSI-2 Controller ... $165
- Adaptec 2940U Fast PCI Ultra SCSI 2 Controller ... $190
- Adaptec 2940UW PCI Ultra WIDE SCSI-2, 40MB/s, 15 devices support ... $220
- Western Digital PCI-SCSI Adapter - 7193RTL, Fast SCSI-2, 10MB/s, 50Pin Connection, upto 7 devices, PnP, CorelSCSI! Drivers ... $89
- External SCSI-2 50Pin Mini-68Pin Adapter for any onboard internal 50pin ribbon cable SCSI Interface ... $20
- External Wide SCSI Mini-68Pin Adapter with 3-68pin-connector internal ribbon cable for any onboard internal 68pin Wide SCSI interface ... $45
- Fast Wide SCSI-2 internal Ribbon Cable, 68Pin, 2 / 3 connectors ... $20/30
- External SCSI Cables Centronic/Mini/UltraDensity 50/68Pin ... $Call
- External SCSI Terminator SCSI-2/Mini 50/Mini 68Pin ... $Call

Network Card

- Ethernet NE2000 ISA PnP/Softset 16Bit Combo ... $25
- Ethernet PCI Combo (Full-Duplex, 10Base2&T) 32bit ... $55
- Intel EtherExpress Pro 10/100 PCI ENET 32Bit 10-BT (PILA8465B) ... $85
- 3COM Etherlink III 3C509B Combo ... $85
- 3COM Etherlink XL 3C900 Parallel-Tasking PCI Combo ... $90
- 3COM Fast Etherlink XL 3C905-TX Parallel-Tasking 100BT-PCI ... $85

Video Card

- Trident 9680 Windows Accelerator PCI 1MB/2MB with MPEG and AVI Motion Video built-in ... $35/45
- Diamond Stealth 3D 2000XL PCI 4MB EDO-DRAM ... $98
- Diamond Stealth 3D 3000XL PCI 2MB/4MB VRAM ... $135/$195
- ATI 3D Xpression+ PC2TV SGRAM 2MB/4MB ... $125/$160
- ATI 3D ProTurbo PC2TV SGRAM 4MB/8MB ... $179/$245
- Matrox MGA Millennium 2MB/4MB WRAM PCI ... $175/$245
- Memory module for Millennium 2MB/4MB/6MB ... $95/$165/$260
- Matrox MGA Mystique 2MB/4MB SGRAM ... $125/155

Monitor

- 14" ShamRock Pik768NIx0.28DP Digital Control Pwr-Saving Monitor ... $195
- 15" ShamRock 1280x1KNIx0.28DP Digital Control Pwr-Saving Monitor ... $270
- 17" ShamRock 1280x1KNIx0.28DP Digital Control Pwr-Saving Monitor ... $495
- Hitachi NSA SuperScan Pro CM-500U 15" .28DP,1280x1024 ... $315
- Hitachi NSA SuperScan Pro CM-620U 17" .28DP,1280x1024 ... $530
- Hitachi NSA SuperScan Pro CM-2021MU 20" .28DP,1600x1200x66Hz ... $1135
- Hitachi NSA SuperScan Pro CM-800U 21" .22DP,1600x1200x75Hz ... $1375
- Hitachi NSA SuperScan Elite CM-611U 17" .22DP,1600x1280x69Hz ... $695
- Hitachi NSA SuperScan Elite CM-802U 21" .22DP,1600x1280 ... $1790
- Hitachi NSA SuperScan Elite CM-803U 21" .22DP,1800x1440 77Hz ... $1930
- MAG Technitron Series Trinitron Tube, Digital Control, 0.25DP,1280x1KNI, 3yr Manu. Warranty 15" DX15T/DX700T ... $365/$655
- HYAMA VisionMaster-17 MF-8617E 17" .26DP, Microprocessor Contrl, PnP,DPMS, MPRII, Full On-screen program, 1600x1200@69Hz ... $585
- HYAMA VisionMaster-Pro 17 MT-9017E 17" .25DP, Microprocessor Contrl, PnP,DPMS, MPRII, Full On-screen program, 1600x1200@72Hz, Trinitron Tube ... $695
- HYAMA VisionMaster MF-8221E 21" .22x.16DP, Microprocessor Contrl, PnP,DPMS, MPRII, Full On-screen program, 1600x1200@76Hz ... $1345
- HYAMA VisionMaster MT-9021E 21" .30x.00DP, Microprocessor Contrl, PnP,DPMS, MPRII, Full On-screen program, 1600x1200@76Hz, Trinitron Tube ... $1395
- Sony 15" 100SX/100SF ... $380/$450
- Sony 17" 200SX/200SF/17SE2T ... $665/$745/$865
- Sony 20" 300SFT/GDM20SE2T ... $1605/$1850
- Viewsonic E641/E655/15GA/15GS/17EA/17GA/17GS/17PS/PT770/PT775/GT770/G800/G810/PT813/G810/GT800/29GA/P810/P815 ... $Call
- Mitsubishi, NEC, ADI, Nokia ... $Call

Modem

- SupraExpress 33.6K Voice Fax Internal PnP ... $95
- Cardinal 33.6K Fax Internal w/FlashROM (MVPV34I) ... $115
- Cardinal 33.6K Voicemail Fax w/FlashROM (MVPV34ISP) Int ... $145
- USR Sportster x2-56K Faxmodem Internal/External ... $165/$195
- USR Sportster x2-56K Voice Faxmodem w/Voice Int./Ext ... $185/$215

Floppy Drive/Tape Backup

- Mitsumi/Sony/NEC 1.44M 3.5" ... $24
- Teac 1.2M 5.25"/1.44M 3.5" ... $45/27
- Colorado 3.2GB T-3000 off floppy Travan w/Win95 Sftwre, w/tape ... $179
- Colorado T4000S 8GB, 62MB/min, SCSI-2, Travan TR-4, internal, w/tape ... $359
- Tape Cartridges for Tape Backup ... $Call
- Iomega ZIP Drive 100MB w/disk SCSI-Internal/External ... $159/$189
- Iomega ZIP Drive Disks single/three/ten pack ... $18/$45/$130
- Iomega Jaz Drive 1GB w/disk SCSI-Internal/External ... $350/$445
- Iomega Jaz Drive Disks single/five pack ... $100/$460
- Iomega Ditto TapeBackup 2GB Insider Travan TR-1,2,3 ... $145
- Iomega Ditto TapeBackup 2GB Parallel External TR-1,2,3 ... $188
- Iomega Ditto TapeBackup 3200 Insider 3.2GB Travan QIC w/o tape ... $205
- Iomega Ditto TapeBackup 3200 Parallel Port 3.2GB Travan QIC w/o tape ... $255
- Iomega Ditto Tape Cartridge TR-1/TR-3/TR-4 ... $32/$35/$45

Keyboard/Mice/Software/Chassis/PowerSupply/Misc.

- Mitsumi 104 Enhanced Win95 Keyboard ... $12
- KeyTronic 104 Enhanced Win95 Key U.S. Made ... $21
- Focus 2001 104 Win95 Key Enhanced Click w/Cover ... $33
- Focus 6002 104 Win95 Key Enhanced w/ wristrest ... $97
- Focus 7200 104 Win95 Key Enhanced w/ wristrest + Trackball ... $35
- Natural Keyboard SK-6000 Win95 Key Enhanced ... $60
- Natural Keyboard SK-6000 Win95 Key Enhanced w/Touch Pad ... $75
- MicroSoft Natural Keyboard Win95 Key ... $75
- MicroSoft Ergonomic Serial/PS 2 type ... $80
- Logitech 2-Button Mouse Serial ... $25
- Logitech Mouseman Serial/PS 2 type/Cordless ... $35/$45/$85
- Logitech Trackman Marble ... $85
- MS DOS 6.22/Windows V3.11/WFWG V3.11(w/System Purchase) ... $45/55/75
- MS Windows 95 Full CD OEM version ... $90
- MS Office Professional 97 CD OEM version ... $265
- MS Windows NT V4.0 Workstation/Server w/ 5 user license OEM ... $145/$550
- Premium Case w/230W Mini/Desktop/Med ... $45/55/70
- Premium Case w/250W Full Size Tower ... $95
- SOHO Series Chassis AT type with 200W Power Supply FullTower/MidTower/PerfectTower/Desktop ... $115/$80/$65/$60
- SOHO Series Chassis ATX type with 235W Power Supply FullTower/MidTower ... $130/$100
- ATX Style Medium Case w/ ATX type 235W P/S ... $75
- Server Class Super Case w/250W PS w/ detachable front panel, Dual side door, solid construction, slide-in Drive Bay, Dual fans, lots of bays, Fits Full/Baby AT Size board, Medium/Full Tower ... $115/$140
- Deluxe External SCSI Case w/Terminator+SCSI Cable+P/S+Fan 3.5" Half Height/5.25" Half Height ... $60/$90
- Deluxe External SCSI Case w/68Pin Wide/Ultra Wide SCSI Connector + P/S + Fan 3.5" Half Height with 68Pin External Cable and Terminator ... $150
- Power Supply PS-2 Type 230W/250W/300W ... $28/$35/$85
- Power Supply ATX Type 235W/300W ... $55/$85
- 486/P5/P6 CPU Cooling Ball-Bearing Fan w/heat sink ... $8/$12/$25
- Chassis Second Cooling Fan 3" or 3.5" ... $17
- Printer Cable 6"/10"/15"/25" ... $5/$10
- PS/2 mouse port connector for motherboard PS/2 mouse port ... $5

CD-ROM Drive

- Toshiba XM-5702 12X Speed Internal ATAPI IDE CD ROM ... $95
- Toshiba XM-5701 12X Speed Internal SCSI CD ROM ... $144
- Toshiba XM-3801B 15X Speed Internal SCSI CD ROM ... $175
- Mitsumi FX810 8X Speed Internal ATAPI IDE CD-ROM ... $69
- Mitsumi FX12X 12X Speed Internal ATAPI IDE CD-ROM ... $105
- Sony CDU511 16X Speed Internal ATAPI IDE CD-ROM ... $145
- Plextor 12-Plex 12XSpeed, 1800Kb/sec, Fast SCSI, 105ms seek, 512K Buffer, SCAM, w/Tray, PX-12TSI internal ... $205
- Philips CDD2600 SCSI-2 CD-ROM Writer 1MB Cache, 2X record & up to 6X read, w/SCSI Controller, Corel CD Creator, 2 blank CDs Internal/External ... $669/$769
- Yamaha SCSI-2 CD-ROM Writer CDR400TIPC 512KB Cache, up to 4X record & 6X read, Internal bare version w/Software ... $755

Sound Card/Speakers/Multimedia Package

- Yamaha, Altec, Lansing Speakers ... $Call
- 60W/80W/120W Hi-Fi Amplified Stereo Speakers ... $25/45/55
- Sound Blaster Compatible 16Bit ESS Stereo w/PnP,IDE port ... $40
- Sound Blaster 16 PnP OEM ... $69
- Sound Blaster 32 PnP OEM ... $105
- Sound Blaster AWE64 PnP w/ IDE Interface Retail ... $185
- Sound Blaster AWE64 GOLD PnP w/ IDE interface Retail ... $285
- MS CD MS Homes I titles - Encarta 96, Works/Money, Bob, Scenes Personal Collection, 55+ Title CD Samplers ... $75
- MS CD MS Homes II titles - Encarta 96, Works/Money, Golf 2.0, Creative Writer, Magic School Bus, 55+ Title CD Samplers ... $95
- CD Children Education Pack titles - Rainbow Children Park, Animation Tour, Kid's Farm, I Can Spell, Puzzle Puzzle ... $45
- Audio Cable - CD-ROM to Sound Card ... $3

HardDisk

Western Digital - Caviar

- 1.2GB IDE WDAC21200 - Enhanced IDE Mode-4 128KB 5200RPM ... $185
- 1.6GB IDE WDAC21600 - Enhanced IDE Mode-4 128KB 5200RPM ... $210
- 2.0GB IDE WDAC22000 - Enhanced IDE Mode-4 128KB 5200RPM ... $225
- 2.5GB IDE WDAC32500 - Enhanced IDE Mode-4 128KB 5200RPM ... $245
- 3.1GB IDE WDAC33100 - Enhanced IDE Mode-4 128KB 5200RPM ... $270
- 4.0GB IDE WDAC34000 - Enhanced IDE Mode-4 256KB 5200RPM ... $315
- 2.1GB Ultra SCSI-2 Enterprise E2170-3 512KB 7200RPM ... $580
- 2.1GB UltraWide SCSI-2 Enterprise E2170-7 512KB 7200RPM ... $620
- 4.3GB Ultra SCSI-2 Enterprise E4360-3 512KB 7200RPM ... $905
- 4.3GB UltraWide SCSI-2 Enterprise E4360-7 512KB 7200RPM ... $945

Quantum

- 2.1GB FireBall TM2110A EIDE Mode-4 10ms, 5400RPM ... $215
- 3.2GB FireBall TM3200A EIDE Mode-4 10ms, 5400RPM ... $270
- 3.8GB FireBall TM3840A EIDE Mode-4 10ms, 5400RPM ... $317
- 2.1GB FireBall TM2110N Ultra SCSI-2 10ms, 5400RPM ... $245
- 3.2GB FireBall TM3200N Ultra SCSI-2 10ms, 5400RPM ... $345
- 4.3GB Atlas II XP34550N Ultra SCSI-2, 8ms, 7200RPM ... $690
- 4.3GB Atlas II XP34550W Ultra Wide SCSI-2, 8ms, 7200RPM ... $895

Seagate

- 2.15GB Barracuda 4LP ST32171N Ultra SCSI-2 50pin 7200RPM, 512K ... $615
- 2.15GB Barracuda 4LP ST32171W Ultra Wide SCSI-2 68pin 7200RPM, 512K ... $620
- 4.35GB Barracuda 4LP ST34371N Ultra SCSI-2 50pin 7200RPM, 512K ... $965
- 4.35GB Barracuda 4LP ST34371W Ultra Wide SCSI-2 68pin 7200RPM, 512K ... $995
- 4.55GB Cheetah AV ST34501N Ultra SCSI ST34501N 7.5/8.5MS, 10000RPM ... $1235

Trimm-Peaks

- 4.5GB TornaHawk 4LP 4345NS Ultra SCSI-2 50pin 7200RPM, 8ms, 512K ... $933
- 4.5GB TornaHawk 4LP 4345WS UltraWide SCSI-2 68pin, 7200RPM, 8ms, 512K ... $990
- 9.1GB TornaHawk9 3391NS Ultra SCSI-2 50pin, 7200RPM, 8ms, 512K ... $1430
- 9.1GB TornaHawk9 3391WS Ultra Wide SCSI-2 68pin, 7200RPM, 8ms, 512K ... $1525

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Technical Writing

The Overlooked High-Tech Career

By Douglas J. Nakakihara

When people think of high-tech computer careers, they probably think of programmers, graphic artists, Web designers, network engineers, hardware designers, etc.—you know, the "sexy" jobs.

I doubt they give much thought to the people who write the reference and user guides that come with every single software and hardware product sold today—your bookshelves are probably full of manuals.

Up until last year, even I never thought I could actually make a career writing documentation, yet here I sit: Products Documentation Manager for NewTek, Inc. in Topeka, KS.

I really love what I do, but I don't think I could write documentation for just any company. First off, the product line would have to be very interesting. I doubt I could write a 400-page reference manual for a wordprocessor or spreadsheet. Secondly, I'd have to have control over the documentation project from beginning to end. I would hate to be known as the "Slot two ISA Installation expert."

NewTek develops for the 3-D animation and digital video world, so I think my interest will be held for a lifetime (or two).

A Good Docs Guy

So, what does it take to be a good "docs guy?" Well, you need to be a jack-of-all-trades and maybe even a master of some.

Obviously, you need to be a strong writer, but other key knowledge includes programming, graphic editing, page layout, graphic design, and all-around computer savvy.

You've got to be interested in writing a good manual, too. My interest undoubtedly comes from the countless number of product reviews I've done. I can't tell you how many times I've come away from a manual scratching my head wondering what the heck it said, or finding two sentences on a topic I felt needed a page or two, or finding a page or two on something I felt needed a sentence. I'm sure most computer users have experienced this more than once. To some the distinction between a good and bad manual is somewhat subjective, but I believe that there are also objective issues.

Technical writing is far from being sterile, as the title might suggest. It is creative writing. Like the author of a novel, you write a story that may have a tremendous impact on your reader's life. The quality of writing will determine whether a feature—or even the entire product—is even used.

The manual is as important as the hardware or software itself. It can make the difference between a winner or loser product. A matchbook would be of no use to a caveman, if he didn't know how to strike a match to light it.

Programming?

What? Programming? As if!

Well, since you often need to interact with and question programmers, you need to have some understanding of the "lingo." Programmers are going to talk to you in their own way. It's the docs guy's job to translate the explanations into language that the average user can understand.

Being able to communicate with the programmers also helps to strengthen your rapport with them. Remember, these are the people that make the program do whatever it does when a user clicks button X. Nothing can happen unless someone has an idea and then writes the code. Thus, if the docs guy can be in at the idea stage of the game, he can have a tremendous head start on documenting the feature.

Fortunately for me, I am part of the NewTek R&D team, affectionately know as "Traz" (short for Alcatraz). As a result, I work with and see many of the programmers on a daily basis.

Quasi-Beta Tester

To a great extent, a good documentation person ends up being a quasi-beta tester.

When I write a manual, I am constantly trying to bring logic to the product. Attempting to bring common "functionalities" of an interface

continued on page 132

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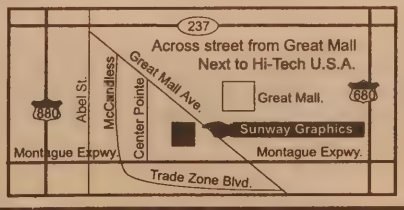

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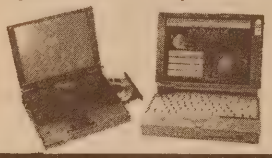

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Technical Writing *continued...*

together in writing can often bring to light illogical idiosyncrasies that have been previously overlooked. Programmers often don't have the luxury of time to fully think through things like the placement of a button or which menu a function should appear in.

I always need to know what every single button does in a program. I need to understand when and how features should be used. Unless I can attain a reasonable level of understanding, there is no way I can explain it in writing. Because of this required thoroughness, bugs and logic issues can often raise their ugly heads.

Putting On The User's Shoes

When I set off to write a manual, I like to place myself in the user's shoes. However, since all users are not created equal (or equally experienced), there is a constant battle over whether I'm over- or under-explaining. My rule of thumb is to always explain why something is being done or happening, unless it is overly apparent—I suppose I rather err on the side of over-explanation.

While I figure an advanced user can easily skip over unneeded information, no one knows everything. I feel that I know my main

When I write a manual, I am ***constantly trying*** *to bring logic to the product. Attempting to bring common "functionalities" of an interface together in writing can often bring to light illogical idiosyncrasies that have been previously* ***overlooked.***

software tools quite well, but it is not uncommon for me to read a useful tip in a magazine or online. I get a kick when the proverbial light goes on and I think, "Oh, so that's what that does." I want to put that type of stuff in the manual.

The Tools

While I did two 200+ page manuals using Microsoft Word for Windows, I've moved over to QuarkXPress. I chose Quark mostly because it's been used for other manuals here at NewTek. It's also the one used by our outside printing/publishing agency.

It's funny though—at first I thought that Quark should do everything that Word did and more; however, I'm finding I miss a lot of what I would call ease-of-use Word features blatantly missing in Quark. Of course, Quark is unqualifiedly more powerful in page layout. While I initially thought that it was my lack of understanding of the program, I soon saw many of my complaints addressed by the feature list of the next revision.

For painting chores, I use Adobe Photoshop. So far, I've used it mostly

continued on page 262

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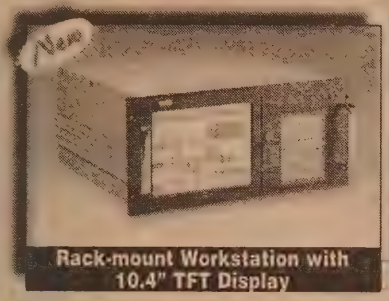

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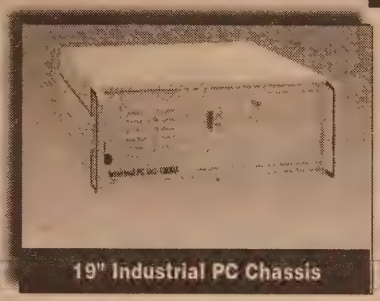
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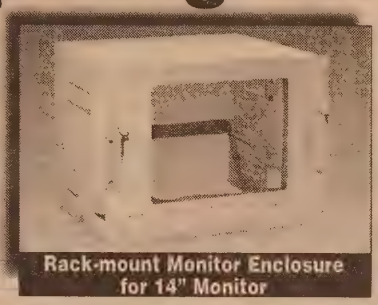
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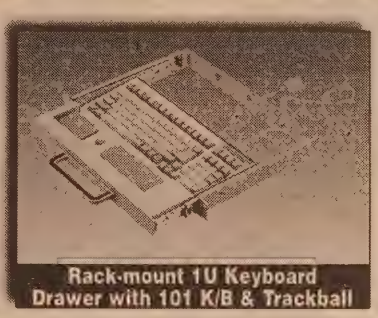
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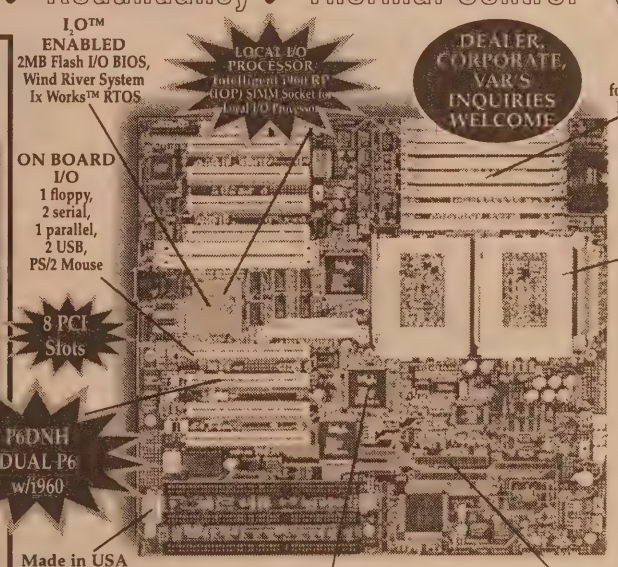
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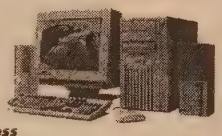

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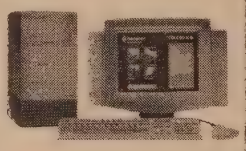

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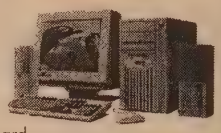

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BMUG
By
David
Morgenstern

There's an old adage about the stress of living in "interesting times." The past several months have given plenty of evidence for its truth: Apple restructuring, and rumors of buyouts and hostile takeovers.

The shame of all the hullabaloo is that it drew most everyone's attention away from a bunch of great news about the platform: Apple's release of some really fine products and a new PC emulator.

But why should this time be any different, after the company's run of bad luck over the past year? Perhaps, however, there's a byte of good news among the uncertainties. Onward!

One Degree Of Separation

Like the popular bar game that tries to find the degrees of separation between Kevin Bacon and any movie star on the planet, Apple watchers have been making similar matchups between Steve Jobs and several well-known multibillionaires.

The first bigwig on the scene was Oracle Corp. CEO Larry Ellison. According to newspaper reports, he and a cadre of anonymous investors would work out a deal for cash and stock with Apple shareholders. On the top of Ellison's to-do list was the axing of Amelio and current upper management; he also suggested that Apple would do better with a new board of directors headed by Ellison and his good buddy—Steve Jobs.

Some Wall Street gurus estimated the initial cost of the purchase at $1.25 billion, but Apple's share price immediately rose by $1.87 on the news. It bumped the takeover cost by $234 million—the day the story appeared. What a surprise? Not.

The very odd thing about this hostile takeover is that it is being carried out in public—or perhaps not so odd for a guy with $6 billion standing behind his gold card. Cash and ego seem to go together. In addition to quizzing some of the large institutional stockholders, Ellison and Oracle created an email drop for the public to give feedback on the move.

The email address—*savapple@us.oracle.com*—perhaps betrays a poor Mac omen. It is missing the "e" because of the eight-character limit of Oracle's servers.

This is not the first time that Ellison has checked out Apple's readiness for plucking. According to documents uncovered in an Oracle executive lawsuit, the company's top brass gave the green light to a buyout a few years ago.

continued on page 138

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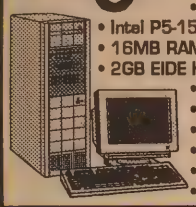

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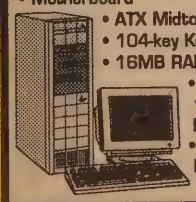

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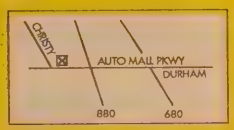

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 continued from page 134

Nothing happened then, and it appears that a similar lack of movement will happen this time. A week after the Apple play, Ellison was off looking for other fish to deep fry.

Then shortly after the Ellison incident, it was revealed that Alwaleed Bin Talal Bin Adbulaziz Al Saud, a Saudi prince, had been purchasing big lots of Apple stock. It turned out that he had bought more than 5% of the company, making him the largest individual shareholder!

But here's the silver lining of the gloomy cloud. The prince is known to be a whiz at finding companies that can be pulled out of the dumps, according to a Wall Street analyst I spoke with. Alwaleed Bin Talal has bought these stocks low and then sold them high, after the companies recover. Depending on the state of the stock market, the price is worth about $10 billion; perhaps this is strong evidence of his past success at picking winners.

"Apple is down but not out," Alwaleed Bin Talal reportedly said in a Bloomberg report. "We could have the old Apple back." And he reportedly said he's a "good friend" of Oracle's CEO.

Holy cow. Two degrees of separation from Steve Jobs!

A Performa By Any Other Name

A while ago Apple decided to ditch the Performa name for its entry-level machines aimed at home and small-business users. Thank goodness.

First, the Power Macintosh moniker is plenty good; but second, many users thought their Performas weren't "real" Macs. Of course, they were and still are. But the confusion has often sparked a confusing litany of questions at BMUG meetings about Performas when discussing various tips and software updates.

In the good ol' days, there were grand discussions on how the Macintosh Quadra 605 is identical to the LC 475, which is identical to the Performa 475. And so on ...

So Apple's latest systems for SOHO (small office, home office) customers have the Power Mac label. But what really counts is that the new models have a lot of power under the hood.

The new Power Mac 6500 comes with the low-power Power PC 603e processor; in April one can buy models with 225- or 250MHz flavors and in May Apple will ship units with chips running at 275- and 300MHz. The systems (without a monitor or keyboard) will cost between $1,999 and $2,999.

In addition to raw processor speed, the new models are also a lot faster when handling multimedia. They come with built-in hardware acceleration for 2-D and 3-D graphics, as well as support for millions of colors on 17" monitors. To get these features before users needed one or more add-on boards.

The systems also come with at least 32MB of RAM, a 3- or 4GB disk drive, a 12X CD-ROM and an internal 33.6Kbps GeoPort modem.

Apple will sell them with one of three software packages: one for home users and another for small businesses. There's also a bundle for print and multimedia-creation bundle that includes the Avid Studio video-capture card as well as a TV and radio tuner.

The high-end $2,999 Performa 6500/300 will come with 64MB of RAM, a 512K Level 2 cache, a 4GB hard disk and an Iomega Zip drive. It will come with the home software bundle.

In addition, Apple introduced two new models with PC-compatible PCI cards: the Power Macintosh 7300/180 and 4400/200, which use a 180MHz PowerPC 604e and 200MHz PowerPC 603e processors, respectively. The 7300/180 includes a 166MHz Intel Pentium card, while the other users a Cyrix PR166 6x86 processor. People can also buy the Pentium card separately for $999.

Emulation Proclamation

One of the recent great announcements overshadowed by Apple's fiscal (and personality) problems was the forthcoming PC emulator from Connectix Corp. (*http://www.connectix.com/*). According to the company, its Virtual PC emulator will let PowerPC-based Macs run most PC applications, including popular 3-D games. The software is due in June.

Connectix said the emulator can run off-the-shelf versions of all PC operating systems, including Microsoft Corp.'s Windows 3.1, 95 and NT; IBM Corp.'s OS/2; and even Apple's (formerly NeXT's) OpenStep. This is how most users would expect an emulator to work—you load in whatever you might have hanging around—unlike the currently available SoftWindows from Insignia Solutions.

While the company didn't offer any specific performance measurements—or price information—it said the emulator will provide "playable performance," meaning that the application can handle the heavy-duty audio and video needed for PC games. Connectix said Virtual PC will also play the full-stereo SoundBlaster audio that the shoot-'em-up crowd craves.

The ability to run these games will really lend confidence to new purchasers of Macs, especially for home use. I know a lot of parents that are giving more than a casual look at the PC side of the fence because of games! Kids can have a major say in the decision of which flavor of computer to buy. With Virtual PC, parents can be sure that the youngsters can hold their own in schoolyard discussions of the latest and greatest computer games.

Some upstanding Mac citizens have been trumpeting that Virtual PC will beat a currently shipping Pentium-based Wintel PC. This is just wishful thinking. Software emulation will not beat Intel at its own game, even with the screaming-fast chips coming out of the PowerPC camp right now and in the summer.

If you want the best speed on a Mac, your best bet is to find regular PowerPC-native programs—there are plenty of choices.

continued on page 166

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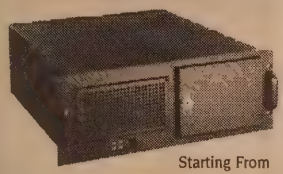

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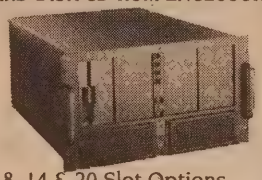

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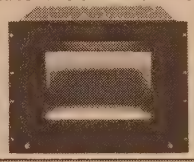

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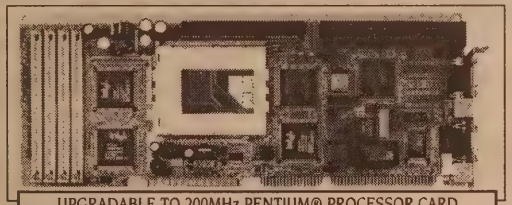

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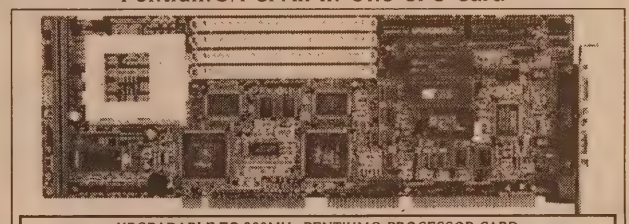

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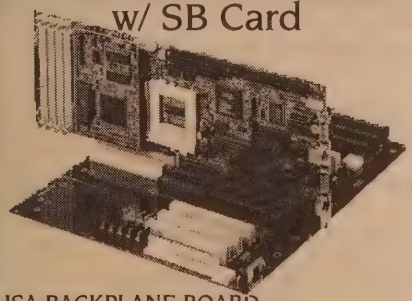

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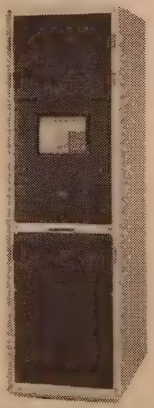

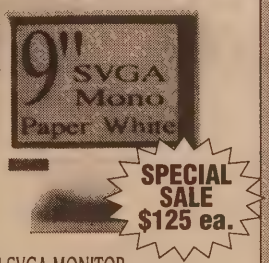

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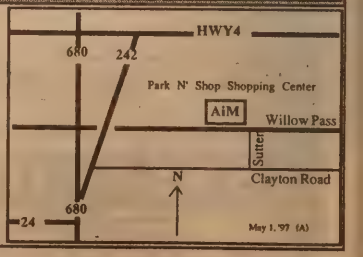

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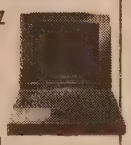

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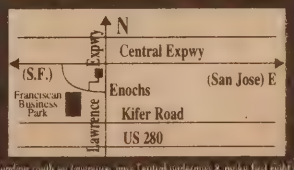

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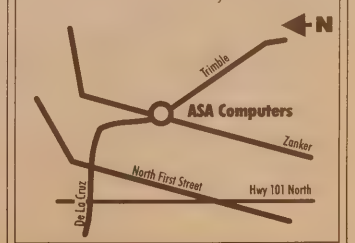

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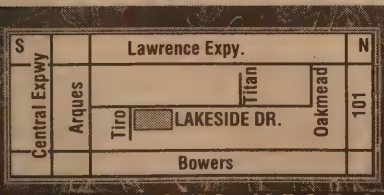

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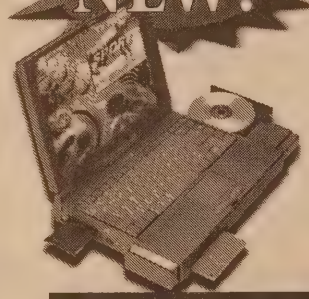

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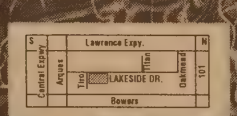

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Office Standard Win 97 w/sys	160
Office Pro for Win 97 w/sys	235

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OS/2 *continued from page 68*

full-screen VDM sessions and ability to switch between the latter. About 9MB, not including the swapfile.

WPS: Same as PM, adds WPS availability, with certain default Program and Folder objects included. About 9MB, not including swapfile.

Conclusions

A maintenance partition takes space on the hard disk, but can also help optimize performance. With two hard disks, it is recommended to place the swapfile on the most used partition of the least used drive. And if the swapfile already takes up space on a second drive partition, you might as well create a maintenance partition there and set it to use the same swapfile.

For example, with the following partitioning scheme, I placed the swapfile for both my full and maintenance OS/2 versions on the maintenance partition:

1 (1GB)
C: primary, HPFS (System)
D: logical, FAT (DOS applications, data)
E: logical, HPFS (OS/2 applications)

2 (233MB)
H: logical, HPFS (maintenance, swapfile)

I opted for a precautionary approach: both a boot diskette and a maintenance partition—when it comes to recovery, redundancy never hurts. The functionality of a maintenance mode should be as high as you need and can afford spacewise. You can use one of OS2BOOT's levels, but what if you preferred not to limit WPS availability, yet did not want to dedicate 80MB or more to it, or to load unnecessary stuff into memory?

Next month I will document the creation of a full-WPS maintenance partition which, depending on your circumstances and degree of courage, you can even use as your regular system configuration. If you've ever wondered what is and isn't necessary among all that stuff dumped by the OS/2 installation program, stay tuned. ■

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Performance Plus v4, $39.95
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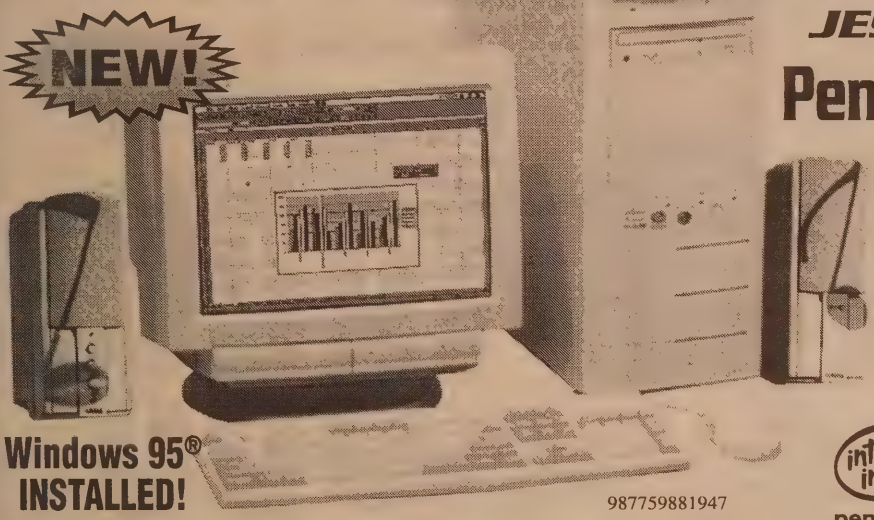

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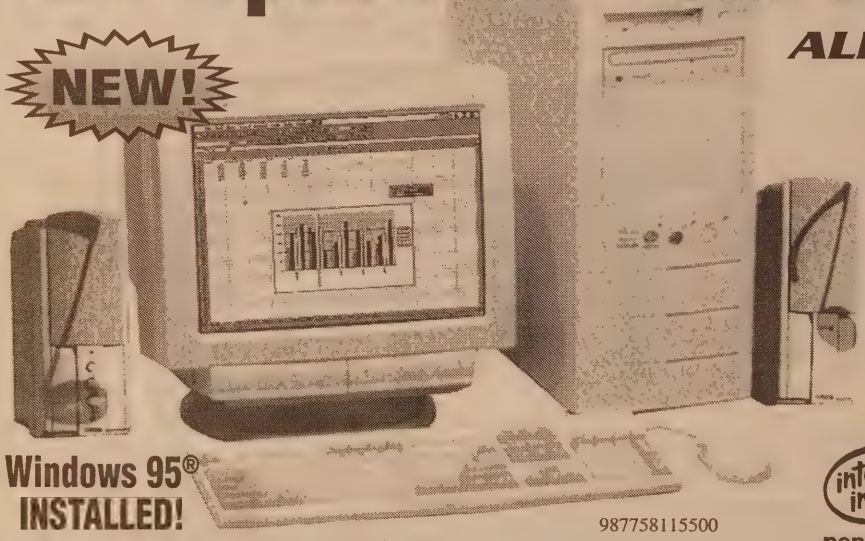

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- 3.5"
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- 10X, Integrated CD
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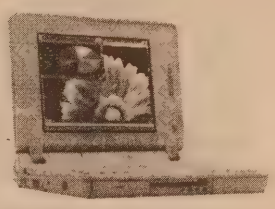

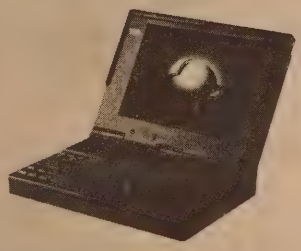

TOSHIBA 660CDT Notebook

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- 16 MB
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- 3 Year Warranty
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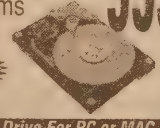

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- 128K cache
- Fast ATA-2

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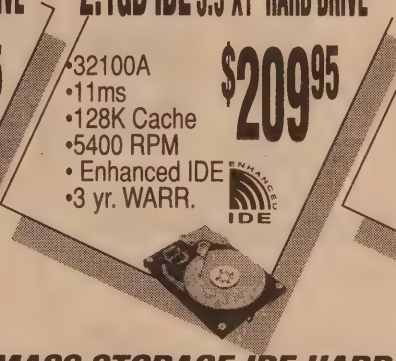

- 32100A
- 11ms
- 128K Cache
- 5400 RPM
- Enhanced IDE
- 3 yr. WARR.

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- 11ms
- 128K cache
- FAST ATA-2

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- 5400RPM

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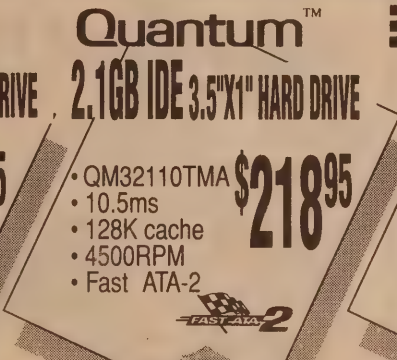

- QM32110TMA
- 10.5ms
- 128K cache
- 4500RPM
- Fast ATA-2

$218.95

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- 128K cache
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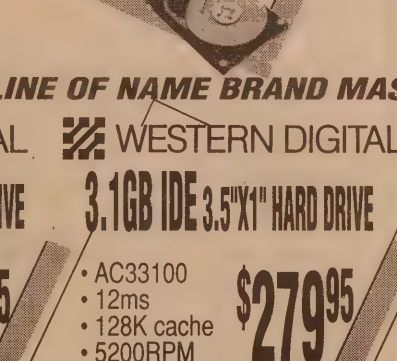

- AC33100
- 12ms
- 128K cache
- 5200RPM
- Enhanced IDE

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- One accelerated EIDE channel(two EIDE devices)
- Intelligent EIDE interface"Auto-Senses" drive parameters
- Supports large EIDE drives sizes above 528MB
- Increases EIDE data transfer rates up to 80%!
- Co-resides with other disk drive controller boards
- IUses *Flash* BIOS- no drivers or CMOS support required
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GSI Model 2C
16-Bit Dual-Channel EIDE Adapter

- Supports four EIDE DRives (above 528MB support)
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- Upgradeable to 32-bit using GSI VESA Extenders
- On-board Flash BIOS means no drivers required

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GSI Model 12
8-Bit Four-Floppy & QIC-80, 3010 & 3020 Tape Accelerator Board

- High-speed 2MB/sec. floppy interface (up to 4 floppy drives)
- Quadruples the speed of 3.2GB (QIC-3020) tape drive t0 16-19MB/min.
- Fully supports 2.88MB floppy disk drives
- On-board Flash BIOS means no drivers required
- Co-resides with other disk controller boards
- Perfect floppy or tape upgrade board

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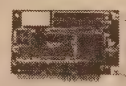

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GSI Model 18
16-Bit Primary or Secondary IDE Accelerator Board

- 16-Bit ISA complaint with new enhanced IDE & Fast ATA standards
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- Increases IDE hard drive data transfer rates up to 80%!
- Compatible with Windows, Novell NetWare, DOS & OS/2
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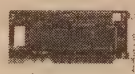

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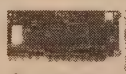
- Increases IDE hard drive data transfer rates up to 80%!
- High-speed 1MB/sec. floppy interface (up to 4 floppy drives)
- Doubles the speed of the 250MB or 420MB (QIC-80) tape drives
- Fully supports 2.88MB floppy disk drives
- Compatible with Windows, Novell NetWare, DOS & OS/2



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GSI Model 32
16-Bit Multi-Port IDE, Floppy, Tape & I/O Accelerator Board

- 16-Bit ISA complaint with new enhanced IDE & Fast ATA standards
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- Increases IDE hard drive data transfer rates up to 80%!
- High-speed 1MB/sec. floppy interface (up to 4 floppy drives)
- Doubles the speed of the 250MB or 420MB (QIC-80) tape drives
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- Compatible with Windows, Novell NetWare, DOS & OS/2

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GSI Model 4C
16-Bit Four Channel, Eight-IDE Accelerator Board

- 16-Bit ISA complaint with new enhanced IDE & Fast ATA standards
- Supports up to eight IDE drives
- Increases IDE hard drive data transfer rates up to 80%!
- NO drivers needed
- Perfect for Novell mirroring or duplexing
- Compatible with Windows, Novell NetWare, DOS & OS/2

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High Performance VESA Extender Module for GSI-ISA Boards

- 32-Bit VESA extender for GSI-ISA controllers
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- Two EPP/ECP/BPP/SPP ports
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- Supports 11 IRQs
- Supports 7DRQs
- Each port can be enabled or disabled independently
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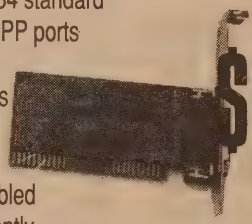

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Super Parallel I/O Expander
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- Conforms to IEEE 1284 standard
- Three ports: One bulit-in and two user expandable EPP/ ECP/BPP/SPP ports
- Office 97 support
- Supports 41/O address
- Supports 11 IRQs
- Supports 7DRQs
- 5 years Warranty

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FAST ATA-2

$49.95

ENHANCED IDE

gsi 32-Bit VESA Extender For GSI-ISA Controllers

GSI 1645-V1

NEW!

- Supports PIO Mode 3 (11MB/ sec.) and Mode 4 (16.7MB/ sec.) hard drives
- No need to reformat hard drive
- Compatible with all major operating system software
- Allows mixing of old and new hard drives
- Compatible with EIDE & Fast ATA-2 drives
- Requires GSI 16-bit ISA controller (which may need FREE BIOS update)

FAST ATA-2

$79.95

ENHANCED IDE

gsi 16-Bit DUAL CHANNEL EIDE Adapter

GSI Model 2C

NEW!

- Supports four EIDE Drives (above 528MB support)
- Co-resides with other disk controller boards
- Upgradeable to 32-bit using GSI VESA Extenders
- On-board Flash BIOS means no drivers required

FAST ATA-2

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ENHANCED IDE

SMC 10 Mbps Ethernet EZ ISA Network Card

Model SMC 8416T

NEW!

PLUG & PLAY

- Ethernet 10 Base-T Network card for ISA computers with one RJ-45 connector
- SMC's Simutasking for superior performance
- Support for all popular network environments

$94.95

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Specom High Speed Multiport Controller Card

QUICKPATH Flexport 22EX

(16C650)

NEW!

- 2(16C650) serial ports with 32 byte FIFO
- Minimizes IRQ conflicts
- 2 (EPP/ECP)parallel ports
- Single card solution
- Multiple addresses
- 10 IRQ for each serial,8 IRQ each parallel port
- Toll free Hotline for tech support

$109.95

Adaptec 32-Bit VL-To-Fast SCSI & VL-To-EIDE Host Adapter

Total Advantage VL / AVA-2825

- Connect up to 7 SCSI devices
- Up to 2 standard or EIDE devices
- Up to 2 standard and 1 floppy tape drive
- Adaptec EZ-SCSI Lite software
- Up to 5MB/sec. synchronous on the SCSI bus
- Advanced SCSI programming interface compliant, disconnect/reconnect, synchronous and asynchronous data transfer

$124.95

ENHANCED IDE

Adaptec 16-bit ISA to Fast SCSI-II Controller

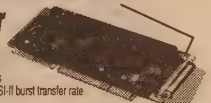
AHA-1522B plus

- Connect up to 7 SCSI devices
- Adaptec EZ-SCSI Lite software with 32-bit applications for Windows 95 & Windows NT
- Connect SCSI-II Hard Drives, CD-ROMs, removable disks, scanners & other peripherals

$135.95

Adaptec 32-Bit PCI to SCSI-II Controller

AHA-2920



- Connect up to 7 SCSI devices
- 10MB/s fast synchronous SCSI-II burst transfer rate on the SCSI bus
- Adaptec EZ-SCSI Lite software with 32-bit applications for Windows 95 & Windows NT
- Plug & Play support for Hard Disk, CD-ROM, removable disk, scanner, tape, ZIP, MO, DAT and other SCSI devices
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4x4 Recordable Internal SCSI-2 CD Drive & Software

- 4X record / 4X read
- 1MB internal cache
- 2MB/sec. asynch. transfer rate
- Includes: recording software
- OEM

$699.95

4X write & read!

WOW!

YAMAHA
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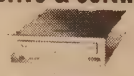

- 4X read / 6Xwrite
- 2MB internal cache
- Includes: recording software
- OEM

$799.95

WOW!

Seagate
8.0GB SCSI Internal Tape Backup Drive

NEW!

Tape•Stor 8000

- Up to 8.0GB compressed
- Up to 60MB per minute/ compressed transfer rate
- Connects to your SCSI controller
- Includes BackupExec software

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100MB IOMEGA ZIP Drive
Parallel Port

NEW!

- Unlimited capacity uses 100MB disks
- Fast-use it like your hard drive 29 millisecond seek time
- Upto 20MB per minute transfer rate

100MB Zip Catridges....$19.95

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UNLIMITED PORTABLE STORAGE ON A 3.5" DISK!

JVC
2x4 Recordable Internal SCSI-2 CD Drive & Software

XR-W2010

- 1MB internal cache
- Write speed: 2x
- Read speed: 4X
- Includes Gear™ CD recording software
- FREE Blank CD-R disk
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For PC or MAC

COLORADO MEMORY SYSTEMS
3.2GB Internal Tape Backup System

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- Up to 3.2GB capacity using data compression
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INCLUDES FREE TR-3 Tape! (A $45 Value)

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540MB Syquest Compatible Removable Drive
Internal SCSI

- Up to 5.3/sec transfer rate
- 512K Cache
- 10ms average seek time
- Compatible with syquest 270MB cartriges

NEW!

*After Mfg $50 Mail in Rebate

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1.0GB External SCSI Removable JAZ Drive

- Unlimited Capacity uses 1GB or 540MB Jaz disks
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1.0GB Jaz Catridges....$99.95

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230MB Parallel Port Removable Drive

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2.0GB SCSI-2, 4mm, 3.5" Internal DAT TAPE DRIVE

C1534A

WOW!

- 2GB of Data on a Single Cartridge
- Avg. 50sec. File Find (Fastsearch)
- 183Kb/s Transfer Rate
- Uses 60 & 90 meter Cartridge
- Compliant with all DDS DAT Drives

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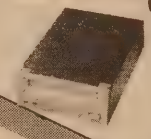

HEWLETT PACKARD
4.0GB SCSI-2, 4mm, 3.5" Internal DAT TAPE DRIVE

C1536A

WOW!

- 4GB of Data on a Single Cartridge
- Avg. 50sec. File Find (Fastsearch)
- 366Kb/s Transfer Rate
- Uses 60 & 90 meter Cartridges
- Compliant with all DDS DAT Drives

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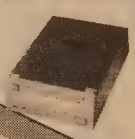
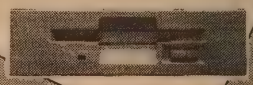


NEC
High Quality Floppy Drive
1.44MB 3.5"

$20.95



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12-Speed Internal IDE CD-ROM Drive
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- 1500kb/sec data transfer rate
- 110ms access time
- 128K Cache
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- OEM

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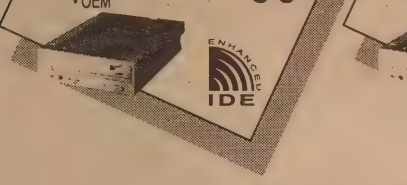

HITACHI
16-Speed Internal IDE CD-ROM Drive
CDR-8130
NEW!
- 2400kb/sec data transfer rate
- 150ms access time
- 256K Cache
- Enhanced IDE
- OEM

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5702B
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- 115ms accesstime
- 256K Cache
- Enhanced IDE
- OEM

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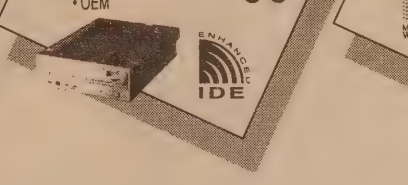

Acer
12-Speed Internal IDE CD-ROM Drive
CD-912E
NEW!
- Enhanced IDE
- 105ms Access time
- 256K cache
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WOW!

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CD-516S
NEW!
- 2400kb/sec transfer rate
- 160ms access time
- 512K cache
- OEM

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Ext for PC or Mac $259.95

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- <99ms access
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CYBERDRIVE
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120D
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Retail Package

WOW!

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446S
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- 1800kb/sec data transfer rate
- 100ms access time
- 128K Cache
- OEM

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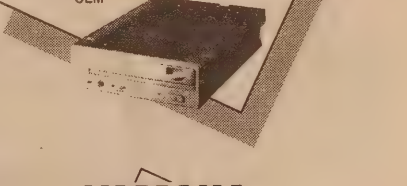

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- Enhanced FM synthesizer
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- 32-note polyphony Wavetable Synthesis
- **16-bit CD quality recording & playback**
- IDE interface forCD-Rom drives
- Upgradeable to support Soundfonts
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Retail Package

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CREATIVE LABS, INC
64 Voice Advanced WaveEffect Sound Card
Sound Blaster AWE 64
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High performance,low noise,advanced wavetable, 16bit CD quality Record & playback
- 512K onboard RAM
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- 100% SB,SB16 & SB AWE32™ compatible

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Retail Package

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18-bit Wavetable Sound Card With 4MB VoiceROM
Waveforce SW60XG
- For the PC gamer or musician
- Wavetable, 32 notes, 16 parts
- 4MB Voice ROM

676 voices, 21 drum kits, 480 melody voices, 11 drum kits compatible with General MIDI
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- Chromaclear™CRT
- 1280X1024
- Plug & Play
- Energy Star Compliant
- Mac Compatible

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17"1280X1024 Graphics Color Monitor
17GS

NEW!

- 86Hz refresh rate
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- Super Contrast screen
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- Realtime playback with hardware scaling
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miro
Video Capture & Editing Card
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ATi
3D Xpression+ Video Accelerator
3D Xpression+

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- ATI Rage II™ Video Graphics Accelerator
- Razor sharp graphics up to 16.7 million colors
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ATi
3D Xpression+PC2TV Video Accelerator
3D Xpression+PC2TV
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NEW!

- ATI Rage II™ Video Graphics Accelerator
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- 64-bit acceleration for 2D Apps.
- TV with highly detailed 6,500 color graphics

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3D, Entertainment & Multimedia Accelerator
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- 64-bit PCI graphics accelerator
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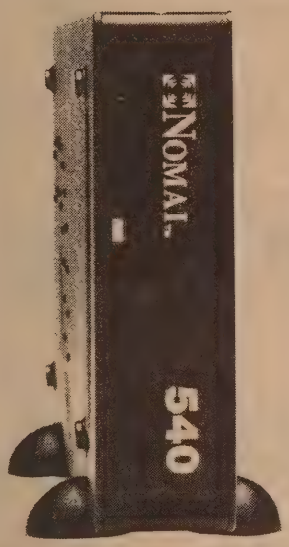
540MB 3.5" Syquest Compatible Removeable Drive



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Up to 5.3MB/sec. transfer rate!

Compare the Nomai 540 to other removeable storage options and you will chose Nomai. This fast, light-weight, portable drive accepts both Nomai 540 media and Syquest compatible media and outperforms the best sellers.

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Your Choice Parallel Port or SCSI EXTERNAL

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- Up to 5.3MB/sec transfer rate
- 512K CACHE • 10MS seek time
- PC & MAC Compatible
- 2 YEAR WARRANTY-540MB Drive
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$299.95*

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Internal SCSI version - $199.95*

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- Can compress Indeo, Cinepak & .AVI files created by other manufacturers' products.
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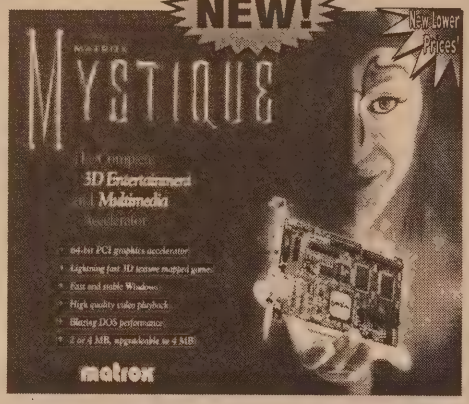
3D, Entertainment & Multimedia Accelerator

Matrox Mystique

NEW!



- ❖64-bit graphics accelerator for mainstream business & home
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- ❖Up to 1280X1024 resolution in 8, 16, 24-bit color
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- ❖Windows 95, 3.11 & DOS
- ❖Bundled with: Mech Warrior 2, Destruction Derby 2 & Scorched Planet
- ❖Video upgrades available this fall

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Professional 3D, Graphics & Video Accelerator

Matrox Millennium

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- ❖Powerful dual ported WRAM memory
- ❖Windows 95, NT, 3.11, AutoCAD & Microstation
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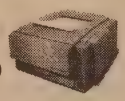


LaserJet 6P

8ppm!

- True 600 DPI, 8ppm
- 24MHz Intel Risc processor
- 35 Intellifonts, 10 Truetype
- Two paper trays, holds 350 pages
- 1 yr. warranty w/Free HP Express exchange overnight printer replacement

$739

Professional Color Inkjet Printer

NEW!

HP Deskjet 870 Cse

Fast 8ppm!

- Up to 600x 600Dpi, 600x300 in color
- Up to 8 ppm, 4ppm in color
- HP ColorSmart technology adds brilliant fiery color at the touch of a button
- MAC & PC Compatible
- Includes HPs "From Start to Business"print Kit Incl. CD Rom

$499

300X300dpi Color Inkjet Printer

DeskJet400

- Prints 3 ppm in black, 2-4ppm color,
- 600X300dpi black, 300X300dpi color
- HP's ColorSmart technology for vivid color at the touch of a button • Plain Paper, Labels, to 8.5X14, envelopes & transparencies • Drop-on-Demand Thermal Inkjet Printing
- 3¢ per page cost
- HP's REt technology
- Windows compatible

$179

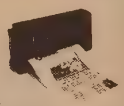
Color Inkjet Printer with Project Kit

DeskJet682C

- Prints 5ppm in black, 1.5ppm color,
- 600X300dpi black, 300X300dpi color
- HP's ColorSmart technology for vivid color at the touch of a button
- HP's Home Project Kit Includes:
  - Disney's Mickey & Friends Print Studio for creating cards, banners, calendars & more
  - Print Pak's Family Fun Kit for creating window art, etc.
  - Includes Hp banner paper, greeting card stock envelopes
- HP's PrintSmart
- Windows compatible

$269

Portable Inkjet Printer



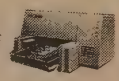
DeskJet340

- 600X300dpi black
- Prints 3ppm in black, optional color kit
- Opptional HP Mac adapter, 60 page desktop sheet feeder, rechargeable battery, rapid recharger and carrying case
- Infrared adapter option for wireless printing
- Lightweight, fits in briefcase
- 1 year warranty

$289

Professional Color Inkjet Printer

NEW!



DeskJet820Cse

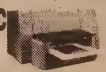
- Prints 6.5ppm in black, up to 4ppm color
- HP's RealLife imaging system with C-Ret
- HP's ColorSmart technology for vivid color at the touch of a button
- HP's QuickStar for easy printer setup
- 150 sheet paper tray • Two-sided printing
- Paper types include business cards, labels & transparencies
- Microsoft Publisher CD for Windows 95
- Windows compatible
- 50 TrueType fonts

$349

Color Inkjet Printer & Project Kit

DeskJet694C

FREE Photo Kit



- Prints 5ppm in black, up to 1.7ppm color
- HP's RealLife imaging system with C-Ret
- HP's ColorSmart technology for vivid color at the touch of a button
- HP's QuickStar for easy printer setup
- 100 sheet paper tray
- Paper types include business cards, labels & transparencies
- Includes free Photo Kit
- Windows compatible
- 8 Built-in fonts

NEW!

$299

600X600dpi Laser Printer

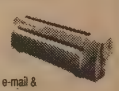
LaserJet5L Xtra

- Prints 4ppm at 600X600dpi
- Lowest cost of ownership, 1¢ per page print cost
- Handles a wide variety of paper, no special paper necessary for excellent print quality
- Hp's REt technology & microfine toner
- HP's PrintSmart
- Windows compatible
- FREE SOFTWARE Including: NetScape Navigator 2.0, HP FontSmart, Avery Label Pro & More

$399

400dpi Document Scanner

HP ScanJet 4s



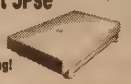
- 400dpi enhanced, 200dpi optical
- Visioneer PaperPort e-mail & fax software & integrated OCR software
- Scans documents as small as business cards up to 8.5"X30"
- Automatic on/off, just feed documents in.

$189

1200dpi Color Flatbed Scanner

HP ScanJet 5Pse

Single Touch Scanning!



- 1200dpi enhanced, 300dpi optical
- Scans pictures, text & documents with the push of a single button
- Faxes & emails documents through your PC fax modem
- Plug & Play for Windows 95
- Includes HP AccuPage technology
- Includes Corel WEB Designer software

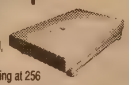
NEW!

$399

1200dpi Color Flatbed Scanner

HP ScanJet 4p

NEW!

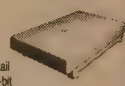


- 1200dpi enhanced, 300dpi optical
- Single pass scanning at 256 grays & 16.7 million colors
- TWAIN/OLE support, Windows 3.11, Windows 95 & Mac support
- Includes HP's ScanJet Copy, HP PictureScan, HP AccuPage technology, & Visioneer PaperPort e-mail & fax software.

$489

2400dpi Color Flatbed Scanner

HP ScanJet 4c



- 2400dpi enhanced, 600dpi optical
- Greater shadow detail with 30-bit color, 10-bit grayscale internal scanning
- Includes Caere OmniPage LE OCR with HP AccuPage technology, Corel PhotoPaint (PC) & Adobe Photoshop LE (Mac), Visioneer PaperPort e-mail & fax software

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FAX COMMUNICATIONS

Low Price Guarantee!*

ARESCOM ROUTERS & ISDN ADAPTERS

128K ISDN Internal Digital Modem

NEW!

Flash 200-2

- Internal ISDN terminal adapter(16-bit ISA)
- Easy installation and configuraton
- Software update V1.1 includes auto-speed, auto-switch, and auto-SPID detection
- Integrates seamlessly with Win95 dial-up networking and Microsoft Accelerator Pack1.1
- Software upgradeable- Software upgrades will be posted on our website as they become available

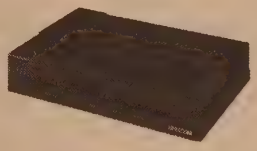
$129.95

128K BRI Router W/ Built in IP Routing

Apex1100

- **128Kbps BRI Router with built in IP routing**
- Includes Ethernet connection (10 BaseT or BNC)
- Unlimited Users
- Available with none, one or two analog (POTS)lines
- Easy configuration and management
- Console, telnet,Win 95 and ISDN dial-up configuration
- Allows resellers and ISPs to dial into customers modem and remotely configure
- Software upgradeable- Software upgrades will be posted on our website as they become available

NEW!



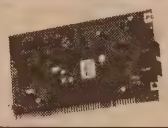
$389.95

Cardinal FAX MODEMS & ISDN ADAPTERS

NEW!

33.6Kbps Internal Windows Fax Modem

$79.95*



MVPV34ILC

- Supports 33.6kbps V.34
- V.42bis, MNP5 data compression
- Data throughput up to 115,200bps
- 16550 UART on-board provides a high speed serial interface
- Windows 95 compatible
- Includes Software

*After $20 Mfg Mail-in Rebate

33.6Kbps Internal Fax Modem

- Supports 33.6kbps V.34
- V.42bis, MNP5 & MNP10 for up to 4:1 data compression
- Data throughput up to 115,200bps
- 16550 UART on-board provides a high speed serial interface
- Group 3 fax
- Simple installation
- Plug & Play ready

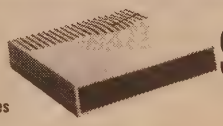
MVPV341

$104.95*

*After $20 Mfg Mail-in Rebate

33.6Kbps External Fax Modem *with Voicemail*

- Supports 33.6kbps V.34
- V.42bis, MNP5 & MNP10 for up to 4:1 data compression
- Data throughput up to 115,200bps
- Supports enhanced telephone services such as caller ID & destinctive ring
- Built-in flashROM for easy upgrades
- Supports VoiceView 1.0
- Simple installation
- Plug & Play ready



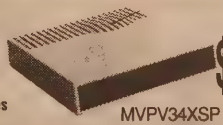
MVPV34XV

$139.95*

*After $20 Mfg Mail-in Rebate

33.6Kbps External Fax Modem *with Voice & Speakerphone*

- Supports 33.6kbps V.34
- V.42bis, MNP5 & MNP10 for up to 4:1 data compression
- Data throughput up to 115,200bps
- Supports enhanced telephone services such as caller ID & destinctive ring
- Built-in flashROM for easy upgrades
- Supports VoiceView 1.0
- Simple installation
- Plug & Play ready



MVPV34XSP

$149.95*

Internal with Voicemail & Speakerphone.....$129.95*

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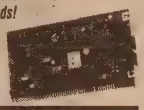
128K ISDN Internal Fax Modem

$179.95* *Download 1MB in 62 seconds!*



IDC100i

*After $20 Mfg Mail-in Rebate

- Compatible with US national ISDN-1& AT&T 5ESS switches
- Point-to-point protocols (B channel), Multilink PPP & V.120 for Windows 95
- Industry standard AT command set
- Simple installation
- Plug & Play ready

33.6Kbps PCMCIA Fax Modem

- V.34 33.6 KBps data transmission; error correction hardware
- Data compression in hardware up to 4:1; Throughput rates up to 115.2Kbps
- Built in digital line protection automatically prevents damage from digital PBX systems
- Includes full featuredWindows 3.1 or Windows 95 compatible fax anddata communications software
- Detects dial tone, busy ring and modem carrier signals

MVPV34PC

$179.95*

*After $20 Mfg Mail-in Rebate

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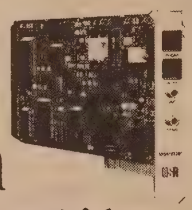
56Kbps X2 Internal Fax Modem

NEW!

- #1 selling modem in the world
- x2 is supported by over 300 ISPs including: AOL, Compuserve, Prodigy, Netcom, and MCI
- Download from the internet at nearly twice the speed of 33.6 modems
- Flash ROM upgradeable for easy updates
- Includes Connections CD ROM, free internet offers, and many other software programs

External Fax Modem For PC .....$209.95 • External Fax Modem For MAC $219.95



$189.95

56Kbps X2 Internal *Voice* Fax Modem

NEW!

- Full-duplex speaker phone • Personal voice mail with multiple mailboxes, Caller ID & more...
- x2 is supported by over 300 ISPs including: AOL, Compuserve, Prodigy, Netcom, and MCI
- Download from the internet at nearly twice the speed of 33.6 modems
- Flash ROM upgradeable for easy updates
- Includes Connections CD ROM, free internet offers, and many other software programs

External Fax Modem For PC $239.95

$219.95

MICROSOFT WINDOWS

Sportster 33.6Kbps V.34 Internal Fax Modem For Windows

56K Upgradeable

• Fully Windows 95 compatible (requires Windows or Windows 95) • True ITU-T V.34 28,800 bps data • Fax on demand and remote fax retrieval • V.42 bis/MNP 5 data compression for throughput up to 115,200 bps • On-board speaker with volume control

$69.95*

*After $40 MFG Mail in Rebate. Offer Valid Thru 5/3/97

Sportster 33.6Kbps *Voice* Internal Fax Modem

56K Upgradeable

YOUR PERSONAL OFFICE MESSAGE CENTER WITH SPEAKER PHONE • PLUG AND PLAY • true ITU V.34 33,600 bps data • Send and receive faxes directly from your computer • 16550 UART for high speed Windows connections • V.42 *bis*/MNP 5 data compression for throughput up to 115,200 bps

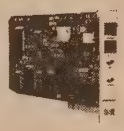
$119.95*

After $40 MFG Mail in Rebate. Offer Valid Thru 5/3/97 External $149.95

Sportster ISDN 128k Internal *Digital* Fax Modem

HIGH SPEED INTERNET ACCESS 7 TELECOMMUTING

• MultiLink PPP combines the two 64 kbps B-channels of an ISDN BR1 line into a single 128Kbps channel • Multiple compression types (Stac®, Microsoft® & Acsend®) • Windows®95 enhancements • Integrated analog device port • Full ringing support • Simultaneous voice & data • Dynamic voice override • Integrated NT-1 • TAPI

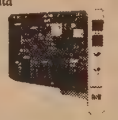


Includes FREE Internet connection kit!

$309.95

Sportster 33.6Kbps V.34 Internal Fax Modem

• Fully Windows 95 compatible • True ITU-T V.34 33,600 bps data • Fax on demand and remote fax retrieval • V.42 bis/MNP 5 data compression for throughput up to 115,200 bps • 16550 UART for high-speed Windows connections



56K Upgradeable

$102.95*

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Sportster 33.6 Kbps V.34 Ext. fax/modem for Mac *After $40 MFG Mail in Rebate. Offer Valid Thru 5/3/97 ..... *$129.95**

Sportster Vi 33.6Kbps V.34 Ext. fax/modem w/speakerphone and voicemail for Mac *After $40 MFG Mail in Rebate. Offer Valid Thru 5/3/97 *$159.95**

Courier I Modem ISDN Terminal Adapter for PC $571.95

Courier V. Everything w//V.34 Internal/External $249.95/289.95

28.8 bps PCMCIA V.34 fax/modem model # 1626 ..... $199.95

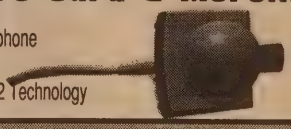
Digital Color Camera, 33.6Kbps Modem, Video Capture Card & More...

NEW!

Big Picture Video Kit

#1622

- Video Capture Card
- US Robotics 33.6 Voice/Video Fax modem(Internal ISA card)
- Camera with built in microphone
- Upgradeable to56K with X2 Technology



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PCI WITH 256K PIPELINE BURST CACHE

- 0K to 128MB EDO Memory or Fast Page-Mode Memory
- SMC 37665GT Super Multi-I/O Chip
- Intel 430VX Chipset
- 3 ISA & 3 PCI slots
- On-board PCI Bus Master IDE controller
- 256K Pipeline Burst Cache (Exp. 512K)
- One 2.88MB Floppy Port
- Two 16550 Fast UART Compatible Serial Ports
- One EPP, ECP parallel port
- ZIF Socket 7

Intel 430VX Chipset

CPU Sold seperately

$169.95

ASUS

DUAL 90-100MHz PENTIUM™
INTEL PCI WITH 256K PIPELINE BURST CACHE

- SMC 37665GT Super Multi-I/O Chip
- Intel 430HX Chipset
- 256K cache (Exp. to 512K)
- Uses 72-pin SIMMS
- 0MB EXP. TO 512MB
- AWARD BIOS
- Uses 72-pin SIMMS
- On-board ISA IDE Hard Drive Controller
- 4 ISA & 4 Bus Master capable PCI slots

On-board NCR SCSI BIOS firmware supports the optional SC-200 SCSI controller to connect up to 7 internal or external SCSI devices

Intel 430HX Chipset

CPU Sold seperately

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NCA's High Quality PCI

PENTIUM™ PRO 150-200MHz
INTEL VENUS™ MOTHERBOARD W/256K PIPELINE BURST CACHE

- Intel 440 FX Natoma PCI Chip set • 3 PCI / 3 ISA / 1 Shared slot • Zif Socket 8 • 4-72 pin Simm slots • 0 MB up to 256MB RAM • 2 fast UART 16550 serial ports • EPP/ECP parallel port • IRDA compliant infra red interface • AMI Bios

Intel 440FX Chipset

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PENTIUM™ 75-200MHz
INTEL PCI, 256K PIPELINE BURST CACHE & SOUND ON-BOARD

- INTEGRATED Enhanced IDE-I/O
- Intel 430 FX Chipset
- 256K pipeline burst cache
- 0MB EXP. TO 128MB
- ZIF Socket 7
- Integrated Vibra 16S Audio Controller
- Flash BIOS

Intel 430FX Chipset

CPU Sold seperately

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Tucson

NCA's High Quality PCI

PENTIUM™ 75-200MHZ PCI
On-Board 16-Bit Vibra Sound

- 3-PCI, 3-ISA SLOTS
- Intel PCI chipset 82430VX
- 256K PIPELINE BURST SIMM CACHE (EXP. TO 512K)
- ZIF SOCKET 7
- AWARD Bios
- MMX compatible
- 4 72 PIN SIMM SLOTS
- INTEGRATED Enhanced IDE
- AWARD Bios
- 0MB EXP. TO 128MB RAM

NEW!

Intel VX Chipset ATX Form Factor

CPU Sold seperately

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GA-568SVX

NCA's High Quality PCI

PENTIUM™ 75-200MHZ PCI
INTEL MOTHERBOARD W/BUILT-IN 256K PIPELINE BURST CACHE

- 3-PCI, 4-ISA SLOTS
- Intel 430VX chipset
- 256K PIPELINE BURST SIMM CACHE (EXP. TO 512K)
- ZIF SOCKET 7
- AWARD Bios
- FOUR 72 PIN SIMM SLOTS
- INTEGRATED Enhanced IDE
- 0MB EXP. TO 128MB RAM
- Plug & Play

NEW!

Intel VX Chipset AT Form Factor

CPU Sold seperately

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MP701

NCA's High Quality PCI

PENTIUM™ 75-200MHZ PCI
INTEL MOTHERBOARD W/BUILT-IN 512K PIPELINE BURST CACHE

- 4-PCI SLOTS 3-ISA SLOTS
- Intel VX Chipset
- Built-in 512K CACHE
- ZIF SOCKET 7
- FOUR 72 PIN SIMM SLOTS
- INTEGRATED Enhanced IDE
- 0MB EXP. TO 128MB RAM
- MMX compatible
- AWARD Bios
- Plug & Play

NEW!

Intel VX Chipset ATX form factor

CPU Sold seperately

$139.95

GA-586VX

NCA's High Quality VLB

486DX MOTHERBOARD

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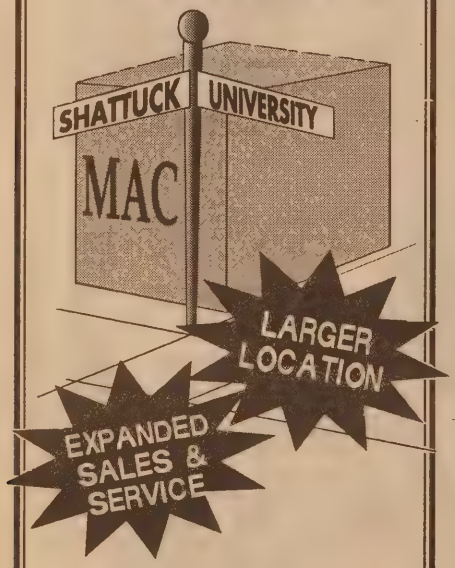

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 continued from page 138

Shareware Spotlight

If you have small kids around the house and the Mac, take a look at TykeWriter, a word processor for children starting to learn their A-B-Cs.

Instead of typing in the complicated, grownup application, the software presents several types of keyboards on the monitor. The author said kids—unfamiliar with both the keyboard and alphabet—can be distracted by having to look down at the keyboard to find each character's hiding spot.

The software also has several levels that parents can choose for their kids. As the tykes become more accustomed to the alphabet and typing, they can move up to more features, such as cut-and-paste.

Anyone with kids (or even a novice user) knows the horror of discovering data files overwritten or deleted by the little darlings. Since TykeWriter uses a proprietary format, kids can't mess with your important documents. ■

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According to the Connectix, its Virtual PC emulator will let PowerPC-based Macs run most PC applications, including popular 3-D games. The software is due in June.

What Is BMUG?

BMUG is an educational, nonprofit, consumer advocacy group organized to share information and provide critical direction to users and developers in the computer community worldwide. It is an independent advocate, not affiliated with any manufacturer, delivering trustworthy information and useful products.

Like any growing organization, it is many different things to its 15,000 international members. BMUG supports many special interest groups (SIGs), 18-line Planet BMUG and 11-line BMUG Boston BBSes, a software library, weekly meetings, publications, and much more. BMUG also puts out a semi-annual 500-page book that we call our "newsletter."

Our motto continues to be: *We're in the business of giving away information.*

Come and join in the dialogue at the BMUG main meeting every Thursday evening, 6:30–9:30 (or whenever we finish), on the UC campus. BMUG West and BMUG South are monthly meetings held in San Francisco and San Jose. Check the Announcement Line at (510)549-2684, ext. 8.

The BMUG Office, 2055 Center St. (a half block from the BART station), is open to the public 8:30 am–4:30 pm. Please come by, say hello, and meet other members.

The BMUG Helpline provides volunteer technical assistance and telephonic hand-holding for our members. If your question can't be answered on the spot, we try to get you in touch with someone who can help. Improve your Macintosh education and help others by becoming a Helpline volunteer!

BMUG has one of the most up-to-date, comprehensive software libraries around with hundreds of disks filled with the latest versions of public domain or shareware programs. BMUG also produces CD-ROM collections, including the digital video *TV-ROM™Too*, and the *BMUG PD-ROM*.

Planet BMUG and BMUG Boston are graphical user interface FirstClass bulletin board systems, offering the latest in shareware, as well as news, private email, rumors, etc. With our 18-line capability, you can have access to BMUG almost 24 hours a day. It's easy to use, fun, and a great resource.

BMUG can be found on most online services. BMUG can also be reached through the Internet network at *UG0001@applelink.apple.com*.

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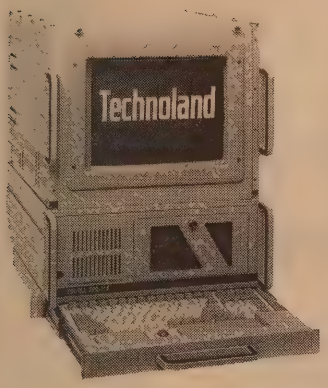

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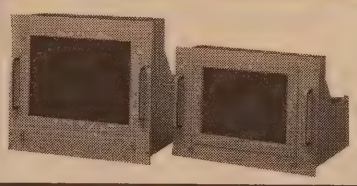

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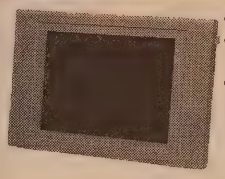

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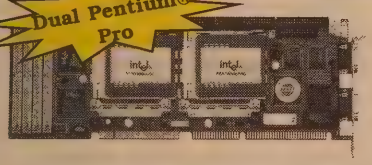

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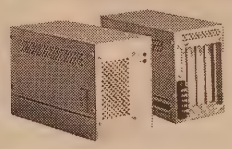

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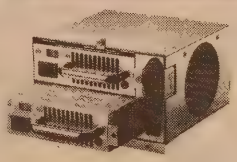

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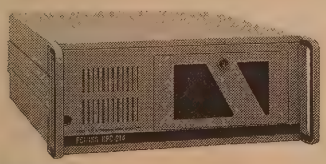

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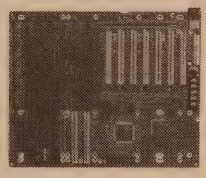

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INTERNET • BY JOHN S. QUARTERMAN

The Internet, The Comet, And Writing

Mainstream Media And Technophobia Through The Ages

"So you trust some shut-in you met over the Internet?"

—From a recent episode of Millenium, *a weekly television series.*

Oh, why not? What would they want to do, anyway, fly off to some spaceship behind a comet?

The Internet is right up there with "space aliens" in the popular culture, both fictional and now, with the suicide of thirty-nine Web developers in San Diego, in real life. The San Diego crew had been around in some form long before they ever heard of the Internet (there was a TV movie about their leader back in 1982, before the Internet as we know it even existed), and they would have used any means they could find to make money and to distribute their message. But of course news reports about them play up the WWW and Internet angle because it's new and different (to the news people). It wouldn't make such good copy to say, for example, "the suicide cult used *writing*!"

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Writing

Three thousand years ago, a man named Bellerophon was sent by Proteus, king of Argos, to the king of Lycia (Proteus' father-in-law) with a message. Proteus "gave him tokens, murderous signs scratched in a folded tablet." Unfortunately, the message was in that new-fangled stuff called writing, which Bellerophon couldn't read, but somebody at the Lycian king's court could. It said to kill the bearer.

Or so says the only mention of writing by Homer, in book 6, 198-199 of the *Iliad*. Homer, whoever or how many he or she or they may have been, writing or singing or speaking as the case may have been, was working during the period towards the end of the eighth century B.C. when writing was becoming common among the Greeks. His stories were set in a still earlier "relentlessly archaic world" where writing was unknown, except perhaps as a rare, secret, dangerous thing. Sound familiar?

Hamlet's Evil Stepfather

Some time during the Middle Ages, Hamlet's evil stepfather sent him off from Denmark to England accompanied by good Rosencrantz and gentle Guildenstern. The evil stepfather, Hamlet's cousin King Claudius, remarks to himself:

"And, England, if my love thou hold'st at aught—
As my great power thereof may give thee sense,
Since yet thy cicatrice looks raw and red
After the Danish sword, and thy free awe
Pays homage to us—thou mayst not coldly set
Our sovereign process; which imports at full,
By letters congruing to that effect,
The present death of Hamlet. Do it, England;
For like the hectic in my blood he rages,
And thou must cure me: till I know 'tis done,
Howe'er my haps, my joys were ne'er begun."

Or so wrote William Shakespeare about the year 1600, whoever or how many he may have been. Hamlet himself could read, and substituted his own instructions that caused gentle Rosencrantz and good Guildenstern to meet a sudden end, but otherwise the story seems quite like what happened to Bellerophon—2500 years weren't enough to erase the popularity of that particular use of writing as a nasty plot device.

The difference is that in *Hamlet* writing is put to many other uses. Hamlet the Dane, in addition to being hasty and skilled with a sword, is a bit of a bookworm, found at one point reading "words, words, words!" and interpreting them to oh-so-direct Polonius, not to mention writing additional text for a play with which to catch his evil stepfather. Maybe in a few thousand years people will become similarly broadminded about the Internet.

Gargoyles Know Better

"There is a place called 'the Internet,' where you can learn things."

That's from the animated cartoon show

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Internet *continued...*

Gargoyles. Is it surprising that a children's show is more favorable to the Internet than an adult show? Children have to deal with new things all the time. They usually aren't as afraid of the Internet as adults, who are often afraid that they won't be able to learn new things.

For an illustration of this point of view, let's abandon for the moment children's shows and lurid thrillers like *Millenium* and look at a really respectable television show: *This Week with David Brinkley* (URL: *http://www.wchstv.com/abc_prog/thisweek.html*). Hear Cokie Roberts say she doesn't use or understand the Internet, and then refer to it as "This mysterious new creature that can come into your home and you have no control over."

Sam Donaldson, shortly after demonstrating he has no understanding of the international character of the Internet and expressing shock that things get said on the Internet that couldn't be printed in the *New York Times*, refers to what he is part of as "the old stodgy media" and distinguishes it from "the new media" by saying "we have to get it right." If he wants to get it right, he needs to expend a bit more effort, by which I don't mean ten minute interviews with six experts; I mean actually using the Internet himself.

These people see no contradiction in claiming to be responsible media and simultaneously bragging about not using or understanding what they are reporting on. Reporters and commentators obviously become experts on every subject they deal with, but one would think they could take the time for something even they admit is a new set of media that are in competition with their own.

There is also more than a little of the network high school problem discussed at length in a previous column (URL: *http://www.mids.org/mn/608/hs.html*) : They can't stop snickering about the *Star Trek* connection even when they come on camera.

The most intelligent note comes surprisingly from that professional old fogey, George Will, who says, referring to incidents like the Heaven's Gate suicides, "Cyberspace is an enormous haystack, and these things are tiny needles." I guess he's the most perceptive gargoyle of that bunch.

Another View

The Greeks were latecomers to writing. The Hebrews, for example, had an earlier and more favorable opinion of writing. But even they were sometimes ambivalent. Supposedly it was an angel named Penemue who instructed mankind in writing, "and thereby many sinned from eternity to eternity and until this day. For man was not created for such a purpose." That's according to the pseudepigraphical book of Enoch (whether it's really Jewish or Christian I don't know). Penemue also taught children the "bitter and sweet, and the secrets of wisdom." My, it looks like this ambivalence about new methods of communication goes back a long time.

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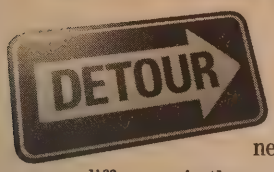

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Internet *continued...*

CDA

There is a more serious side to all this. No doubt *Time* thought it clever to put "Inside the Web of Death" on its cover, just as it no doubt thought its infamous "Cyberporn" (URL: *http://www.zilker.net/swg/time.html*) cover was clever. Clever in a politically astute way: that earlier *Time* issue pretty clearly helped get the Communications Decency Act (CDA) (URL: *http://www.mids.org/mn/607/phila.html*) proposed and passed by Congress. As the CDA and similar bills and laws are drafted, voted, signed, and reach legal review (URL: *http://www.vtw.org*) (the CDA is before the Supreme Court right now), a climate of hysteria about the Internet promoted by the press and others can have effects on legislators, governors, presidents, and even judges. After all, if the Internet is only a vehicle for pornography, molestation, space aliens, and suicides, why not regulate it? We have to defend our children, right?

Most people would think it absurd to pass laws about the Interstate Highway System just because child molestors might use it. But many of the same people fall for that argument when the Internet is involved. Never mind that child molestation and similar evils are already crimes, and there is no evidence that passing Internet-specific laws will do anything but hobble the good uses of the Internet more than the bad.

Oh, yeah, it's addictive too, haven't you heard?

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Addiction

After Odysseus related to his hosts his tale of the Trojan Horse, the Cyclops, winds and waters, terrors and beauties, Homer says:

"His tale was over now. The Phaeacians all fell silent, hushed,

his story holding them spellbound down the shadowed halls"

His hosts eventually react to his blizzard of words by taxing their subjects so they can give him still more treasures. Sounds like a bunch of cocaine addicts, doesn't it?

Similarly, stories have appeared in the press about the addictive nature of the Internet. And any user of even electronic mail can tell you that there is an addictive character to it, in that whenever you push those keys you do get feedback, and the more mail you send, the more you get. It's easy to sit there spellbound while your dinner burns or your spouse fumes.

But the Internet is *not* a drug, no more than Odysseus' words were. There is no physical addiction, and what we have here is simply a matter of novelty and discipline, just as playing baseball or exercising or talking on the telephone or watching television or reading romance novels or mysteries or westerns can eat a lot of your time.

Odysseus' Phaeacian hosts gave him many gifts because they had never heard the like, nor ever would again. This time of novelty for the Internet is not going to last, either.

There's Hope

Here's a sign of the times. CNN (URL: *http://www.cnn.com*) reports:

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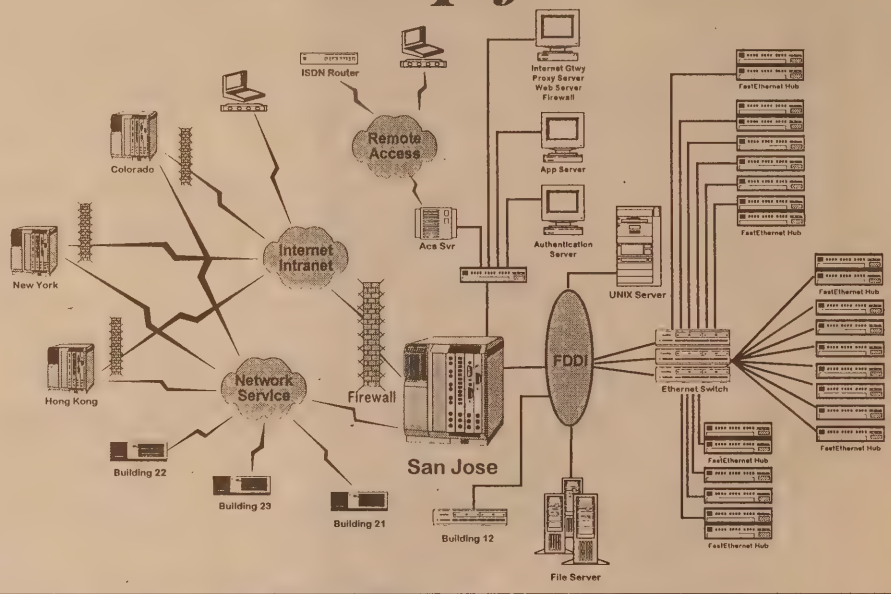

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5,581
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2 Slots (1 used here)
(100BTX/FX SW
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Kid Stuff On The Net

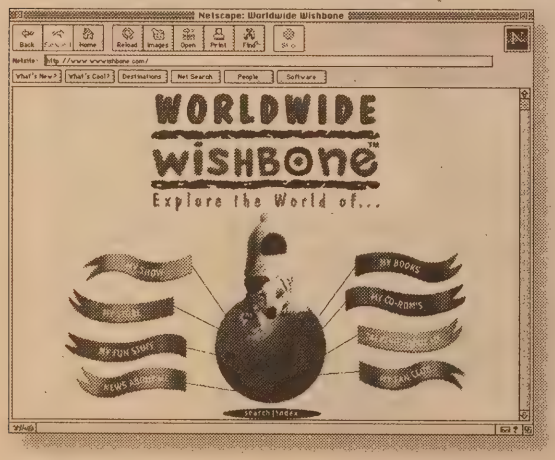
Good Clean Fun

Recent debate concerning the Communications Decency Act has raised a lot of questions about the quality of content on the World Wide Web and its appropriateness for kids of any age.

Here's a quick look at a couple of kid-oriented Web sites that both parents and kids will be happy with.

Wishbone

The WorldWide Wishbone Web site *(http://www.wwwishbone.com)* was launched mid-March, and doggone it, it's pretty good.



This site supports the TV show, where Wishbone, a Jack Russell Terrier, plays the lead role in fanciful retellings of classic works of fiction. Sort of a four-legged version of Cliff Notes, Wishbone has played Robin Hood, Don Quixote, Oliver Twist, and many other roles in his daily half-hour series seen on PBS and other channels (check local listings). Good stuff.

So now the thespian canine has his own Web site and it's a hoot—and quite suitable for kids up to 12, probably. There are six areas to explore.

Fun stuff offers downloadable sound files featuring the wisecracking Wishbone "Hellooo!" There are sketches of Wishbone available for download in JPG format, as well as "glossy" photos of Wishbone in period-piece costumes from the various episodes. Here, you also find QuickTime clips ready for download and play. My favorite is Wishbone rummaging through a grocery bag with tail wagging as he whines about there having "to be something better than celery in here." The QT clips range in size from 256K to just over 1MB so, depending on your Internet connection speed, you have access to a range of download-time alternatives.

The Store section features a variety of Wishbone-related items for sale at decent retail prices. CDs with themed games and other activities sell for $39, plush Wishbone toy dolls are $15, Wishbone videos are $13, t-shirts are available in various sizes up to XL and cost a measly $17. Wishbone books that recount his tales (get it...tails?) are available for a song—in fact, you can purchase any three for just $11. Some of the titles available, in addition to those listed above, include: *Joan of Arc, Frankenstein, Romeo & Juliet, Dr. Jekyll and Mr. Hyde, Journey to the Center of the Earth, Red Badge of Courage, and The Odyssey*—all published by Harper Collins.

The area devoted to the show itself includes capsule descriptions of each and every Wishbone episode from "Bark that Bark" to "Viva Wishbone." You can access the latest TV schedule, and learn more about the excellent supporting cast that rounds out each story.

So now the thespian canine has his own Web site and it's a **HOOT**—and **QUITE SUITABLE** for kids up to 12, probably.

The News section keeps visitors up-to-date on Wishbone video releases, mall and other appearances across the country, and access to the mutt's Fan Club, the "Wishbone Zone." Register to join the fan club and you'll receive: a color poster and autographed glossy picture of Wishbone, a newsletter and a pair of Wishbone sunglasses.

Finally, there is an Interactive Talk With Wishbone discussion area, where visitors can respond to Wishbone's messages or leave new messages for him, or respond to messages left by others. Who does his stunts, one wonders? This site is destined to be a popular spot, so be prepared to try to log on at different times to gain access.

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Online Sevices *continued...*

Bonus.com

Another kid site, Bonus.com *(http://www.bonus.com/)* is a real find. Billed as the SuperSite for Kids, Bonus.com was launched earlier this year by Appaloosa Interactive, based in Mountain View, CA. There are literally more than 534 things a kid like me, or Sam and Joe, my 10- and 7-year-old game-tester buddies, can do whenever they come over.

Bonus.com is free to anyone with access to the World Wide Wait, and offers a host of activities. Kids can explore the solar system with 3-D glasses, build their own race cars, put together a dinosaur, save the galaxy from alien invaders, learn how to say "Good Morning" in different languages, find out how their heart beats—you name it.

In fact, there is a section just for teachers and parents to help bring them up to speed on how they can use the system. Parents are encouraged to log on to Bonus just to nose around to see that this is a safe, well-lighted place for kids.

Once past the registration area, where you can sign up all of your family members, you discover a rainbow of activities. The red cyber band includes the day's cool site, or you can design an airplane and see if it can fly by determining speed, fuel and engine requirements and the payload it can carry. This is where the Bonus Magazine lives, offering tidbits about the site, tips on how to get around, and links to cool sections.

The Play area is awesome. There must be 70+ games to play, some downloading small Java applets to keep the action moving in real time. Titles include chess, checkers, and other standbys like Web and Space Invaders. But there's a whole bevy of unique offerings, including Space Archery, Scorpion Roundup, Car Racing, versions of Tetris, Galaxy Fighter, Ice Blox, Don's Dugout, Mars Lander, Jet Slalom, Air Assault and more.

An interactive game called Battlefields looked a little advanced at first, but seemed pretty easy to play once you get going. You and a number of other online players are battle tanks coursing around a scrollable field of play, dodging land mines and enemy tanks, while blasting away. There are live tournaments every Wednesday evening.

I also liked the put-the-dinosaur-together game. You get to pick an outline of a Stegosaurus or some other creature. Then the screen shows you a collection of bones that you drag to the appropriate area of the outline: neck, tail, legs, rib cage and so on. If you get the pieces near the right place they click and lock in. If you're wrong, the piece automatically slides back to the bin to wait for another try. Once you get the neck bone connected to the head bone the lizard's skin grows over the beast so you get to see what it looks like in full regalia. "Cooool," Sam sez.

The areas of this SuperSite are broken down into Play, Color, Explore, Dissect, and Imagine. There is a Minotaur maze game, a Cyber dungeon role playing game, A Word Tour spelling

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bee, plus Great Galaxies, and an under-the-sea section. The Artsy Safari lets you make a puzzle or color in a picture of a leopard, cheetah, crocodile or other animal you select. A Draw With Me game lets you connect the dots and guess what it is you're drawing. These last two are just a sample of literally hundreds of activities for the younger set.

This kid liked the section on baseball that lets you look at stadiums. A sound file of "Take Me Out to the Ball Game" downloaded and played while the rest of the page parsed.

Bonus.com is the first publishing venture of Appaloosa Interactive, creators of award-winning software games for the past 14 years, including Ecco the Dolphin, Museum Madness, A Year at Pooh Corner, and Richard Scarry's Busytown.

To create a kid-friendly site, Appaloosa developed what it calls Contour technology, which allows the editorial staff to select or highlight the content that is appropriate and relevant for children in licensed Web sites and incorporate it into Bonus.com. Web Scooter, a colorful navigational method, makes exploring simple.

Bonus.com has a section just for teachers and parents to help bring them up to speed on how they can use the system. Parents are encouraged to log on to Bonus just to nose around to see that this is a safe, well-lighted place for kids.

The advertising is unobtrusive and placed in a separate frame. You need Netscape Navigator 3.0 or similar browser that can support Java, as many of the games download applets. Quite a few cookies get set along the way as well. The screen layouts are attractive and there's lots of animation and fun eye-candy. Download times on a 28.8Kbps connection were noticeable, but not a finger-drumming nightmare.

Maybe I'm a little too grown up, but I would have liked a map of the area. There are just so many things to do and explore, I felt a little lost. It would be nice to have all of it laid out in front of you so you could choose to go straight to the caramel section of the candy shop.

But, alas, you get to wander a little bit and explore, poke around, and click on stuff—which is the fun of it. It would take a kid about five weeks just to find out what's on this site and another five weeks to figure out which hundred or so activities and areas he/she likes best. Bonus.com is aptly named: the SuperSite for Kids. ■

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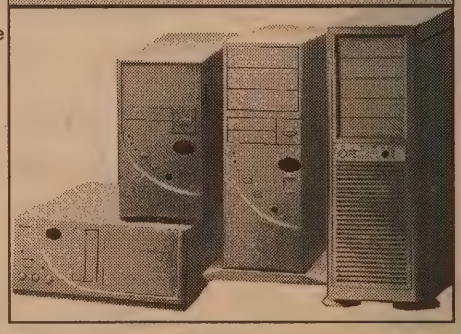

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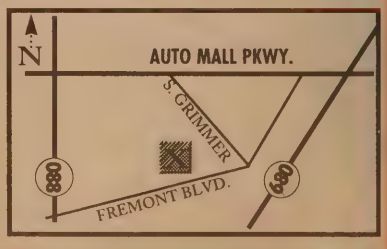

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24-Port w/AUI	399
BAY NETWORKS 800 8-pt /2800A 16-pt	195/572
HP AdvanceStack 8-port/16-port	279/542
3COM SuperStack II PortSwitch Hub 12-pt/24-pt	995/1,457
SuperStack II Hub 10 12-pt/24-pt/48-pt	533/859/2,196
SuperStack II 10 Mgmt Module/Redundant PS	466/1,032
Office Connect 8-pt Hub TPO/TPC/TPM	127/159/445
BAY NETWORKS CG1001E01 BayStack 12-pt	595
CG1001E02 BayStack 24-pt	1,002
HEWLETT PACKARD AdvanceStack 12-pt/24-pt	455/862
AdvanceStack Switch Module for 12-pt or 24-pt Hub	683
AdvanceStack Management Module	350
AdvanceStack w/Mgmt Module 12-pt/24-pt	533/938

Ethernet Switches

3COM SuperStack II Switch 1000 12 10BT,1 100BTX	2,119
SuperStack II Switch 1000 24 10BT, 1 100BTX	2,845
SuperStack II Switch 3000 12-pt 100BTX	6,311
SuperStack II Switch 3000 8-pt 100BTX	4,276
SuperStack II Switch 3000 5-pt 100BFX	6,022
SuperStack II Port Switch Hub 12-pt/24-pt	805/1,209
OfficeConnect Switch 140 4-10BT,1-100TX	949
ASANTE ReadySwitch 4 RJ45, 1 Fast Ethernet	1,286
BAY NETWORKS 28115R 16-Pt 10/100 Switch	7,569
BayStack 301 22 10BT, 2 100BTX	2,727
BayStack 302 8-10BT, 1-100BTX	1,772
BayStack 350T 16PT 10/100BaseTX switch	2,723
CISCO EtherSwitch 1220 24-10BT, 2-100BTX	3,100
CATALYST 1900 24 10BT, 1-100BTX,1-100FX	3,600
EAGLE 4 Switched 10BaseT by 4 Shared100BaseT	2,112
4 Switched 10BaseT by 1 100BaseTX	1,376
HP AdvanceStack Switch 100 16-10BT,1-100BTX	2,379
INTEL ES101TX 8 PORT 10/100 Switch	3,445
ES101MATX 2 PORT 10/100 TX module	1,439
NPI Nuswitch FE101 1-100TX, 1-10BT Switch	380
2-100TX, 10-10BT/1-100TX, 5-10BT	2,225/761
5-100TX, 6-10BT/5-100TX, 12-10BT	3,756/4,589
2-100TX, 24-10BT/6-100TX Full Duplex	1,781/1,523
SMC EZ Switch 6-pt 2-100BT, 4-10BT	1,376
TigerSwitch XFE, 16-10BT, 1-100BT	2,716
TigerSwitch 100, 8 port 10/100BaseTX switch	3,670
USR Total Switch 4 Slot Base System	659
Total Switch 8-pt 10BaseT module	904
Total Switch 2-pt 100BTX	1,438
100BaseFX module	1,887

Tape Backup Solutions

CHEYENNE ARCserve v6.0 NLM 10 Users	271
ARCserve v6.0 WRKGRP-Up to 25/Over 25	400/1,156
Changer Option for ARCserve/Push Agent	423/300
Windows NT Agent for ARCserve	330
NetWare Svr Suite/Open File Agent for NetWare	632/500
CONNER MS8000 8GB w/BE Netware Int/Ext	707/844
SEAGATE Backup Exec 1 Server 25 Users	354
Backup Exec Single Server/NetWare Ent NLM	497/1,007
Backup Exec Autoloader Option	432
Backup Director NLM 1 SVR/Multi-Server	727/1,164
Storage Manager Single Server 25 Users	733
Storage Manager Single Server/Multi-Server	1,435/2,538
STAC Replica for NetWare/Multi-Server Option	434/713
EXABYTE 8205XL 8mm 3.5-7GB Drive Int/Ext	1,409/1,681
EXB-8700LT 8mm 7-14GB drive only	761
EXB-8700 8mm 7-14GB w/Arcada Backup for DOS and choice of NLM or NT software	1,127
HP C1554 DDS3 4mm 12-24GB DAT Int/Ext	1,415/1,565
C1536 DDS 4mm 2-4GB DAT Int/Ext	719/869
C1533 DDS2 4mm 4-8GB DAT Int/Ext	922/1,072
C1553 24-48GB Autoloader Int/Ext	2,230/2,530
SONY SDT-9000 4mm DDS3 24GB Int/Ext	1,419/1,488
SDT-9000 w/Arcserve Enterprise Int/Ext	2,372/2,417
TECMAR WangDAT 3900 DDS3 12-24 GB DAT Int	1,390
WangDAT 3900 DDS3 12-24 GB DAT Ext	1,546

Remote Access

ARTISOFT InSync Modemshare 1/2/4/8Pt	129/187/348/592
DIGI LANAserver 2E 2 Async/4E Async	1,290/1,907
LANAserver 6E 4 PCMCIA slots; 2 Async	2,152
LANAserver 8E 8 Async	2,588
LANAserver 10E 8 PCMCIA slots; 2 Async	2,896
EMULEX Connect Plus 2 ports/8 Ports	784/2,417
NOVELL NetWare Connect 2/8/32 pts	313/1,041/3,405
NetWare Connect 2-port w/Modem and Serial I/O	873
NetWare Connect 8-port w/Modem and Serial I/O	3,132
HEWLETT PACKARD AdvanceStack Dial-A-LAN Modules	
2A/Plus Module and SNMP Bundle J2633A	1,476
4A Module and SNMP Bundle J2634A	1,476
SHIVA Netmodem/E 28.8	889
Lanrover/E Plus w/2 Async ports/4 Async	1,784/4,329
Lanrover/E Plus w/2 v.34 modems/4 v.34	2,435/5,715
Lanrover/E Async 8 Async/8 v.34 modems	3,652/7,729

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ASCEND NetWarp 128 ISA Terminal Adapter	165
Pipeline 25-FX Bridging	480
Pipeline 25-FX IP or IPX	721
Pipeline 50 w/NT1, COMP, IPX,IP	643
Pipeline 75 Multi w/NT1, COMP, IPX, IP, 2 Analog	697
Pipeline 130 w/FT1,T1,ISDN	1,386
Pipeline 130 ISDN & L56/SW & L56	1,342/1,412
Max 200 Plus w/4 BRI Cards	3,043
Max 1800 8BRI-16 users w/NT1	5,216
CISCO 762 ISDN Rtr/Cisco 766 w/2 Analog Pts	544/668
Cisco 772 4-10BT/Cisco 776 4-10BT, 2 Analog	668/794
Small Office/Home Office Sw 4 users, COMP, IP, IPX	134
Remote Office Sw 1500 users, COMP, IP, IPX	251
DIGI DataFire U Client ISDN (PPP)	398
DataFire Server S1 Server-Based ISDN	536
PC-IMAC ISDN	533
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Internet Solutions

3COM OfficeConnect Gateway 535 ISDN IPX to IP	1,468
BAY NETWORKS Instant Internet 20 Usrs w/Modem	1,877
Instant Internet 20 Users w/ISDN	2,177
Instant Internet Dual-Enet 20 Users w/Modem	2,064
Instant Internet Dual-Enet 20 Users w/ISDN	2,380
Instant Internet 10-User Add-On Pack	377
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Netopia Internet Rtr TCP/IP 5-Users/.Unlimited	709/830
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NetportExpress XL for Ethernet/TR	415/565
NetportExpress Pro 10BT Int(MIO)/3 Pack	175/747
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Network Fax Solutions

3COM Office Connect Fax Server (1L)	1,277
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Faxpress 3500 2-line/FaxPress 3500 4-line	3,196/3,793
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CHEYENNE FaxServe NLM 5/10/25	393/717/1,177
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MICRO DESIGN SCSI Express for NetWare, MDI	599
SCSI Express CDROM, Non-MDI	808
CD-Rom LaserBank 600CD Ext. Single/Dual	599/1,117
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Discport XL ENET w/Discview Pro	659
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Smart-UPS 2200NET/3000NET	1,067/1,788
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MICROTEST MT310 Kit	739
MT350 Value Kit/Fiber Solution Kit	1,837/1,482
Penta Scanner w/Super Injector	3,019

Novell Software

IntraNetWare for Small Business Server+5	700
5 Additional Users	265
1 Additional User	65

E-Mail

cc:MAIL Desktop-Windows/DOS	125
cc:Mail License 10 users/50 Users	596/2,802
Mobile for Windows/Win95&WINNT	146/146
Router/Fax Server/Web (Single)	95/1,433/189
Link to UUCP/Link to SMTP/Link to MHS	372/2,473/499
MICROSOFT Mail Server + 10 Users	480
Mail 5/20/100 Users	273/930/3,633
MHS Gateway/PROFS	708/3,405
SMTP/X400/Fax Gateway	3,241/3,194/1,419
Exchange Server Single w/ 5/10/25	1,014/1,368/2,160
Exchange Server Enterprise w/25/50 Clients	4,099/5,429
Exchange Add'l Clients 5/20	366/1,160
Exchange Internet Mail Connector	498
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Network Management

3COM Transcend Workgroup Mgr for Windows	461
Transcend Enterprise Mgr for Windows	2,453
HP Openview Pro. Suite	1,122
Openview Traffic Monitor	2,088
INTEL LanDesk Mgmt Suite 5/10/100 users	522/696/4,240
LanDesk Server Manager Pro	1,232
LanDesk SNMP Gateway/Response	552/692
NOVELL Lanalyzer for Windows	1,021
NetWare LANalyzer Agent v1.0 Single/Multi	1,170/1,938

Network Utilities

CHEYENNE AuditWare for NDS 100/Enterprise	460/851
Directory Mgmt. Combo/Enterprise	850/1,951
InocuLAN Wrkgrp/1Svr-Unlimited	301/648
InocuLAN 5 Svr-Unlimited Users	2,363
InocuLAN Option v4.0 for ARCserve 6	313
INTEL LanDesk Virus Protect NW(Single)	1,024
LanDesk Virus Protect 4-pk/20-pk	3,460/14,438
ONTRACK Data Recovery NetWare	411
SEAGATE Desktop Mgmt. Suite 50 Users	1,500
Desktop Mgmt. Suite 100 Users/250 Users	2,400/4,700
Prepare! Disaster Recovery SW	573
SYMANTEC Anti-Virus for NetWare 10/25	605/1,378
Norton Admin. 5/10 Users	247/438
Norton Admin. 25/50/100 Users	1,068/2,028/3,680

Server Mirroring

VINCA Campus Standby Server Software for NW	2,228
Standby Server NetWare/Windows NT	2,535/2,535
Entry Level StandBy Server	966
SnapShot Server for NetWare	736
Standby Server Many-To-One	5,071

Windows NT Solutions

3COM Transcend Workgroup Mgr for NT	463
Transcend Enterprise Manager	2,353
CHEYENNE Arcserve for Windows NT v6.0, Single Svr	490
Arcserve for Windows NT v6.0, Enterprise Edition	860
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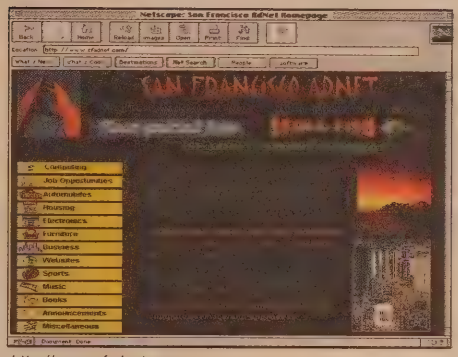

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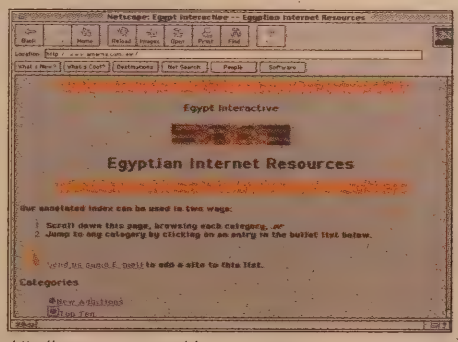

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continued on page 188

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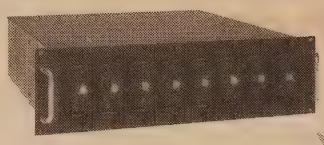

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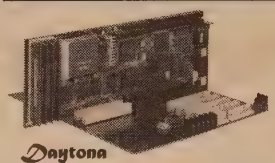

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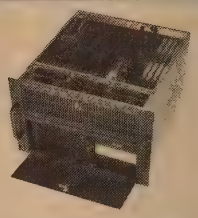

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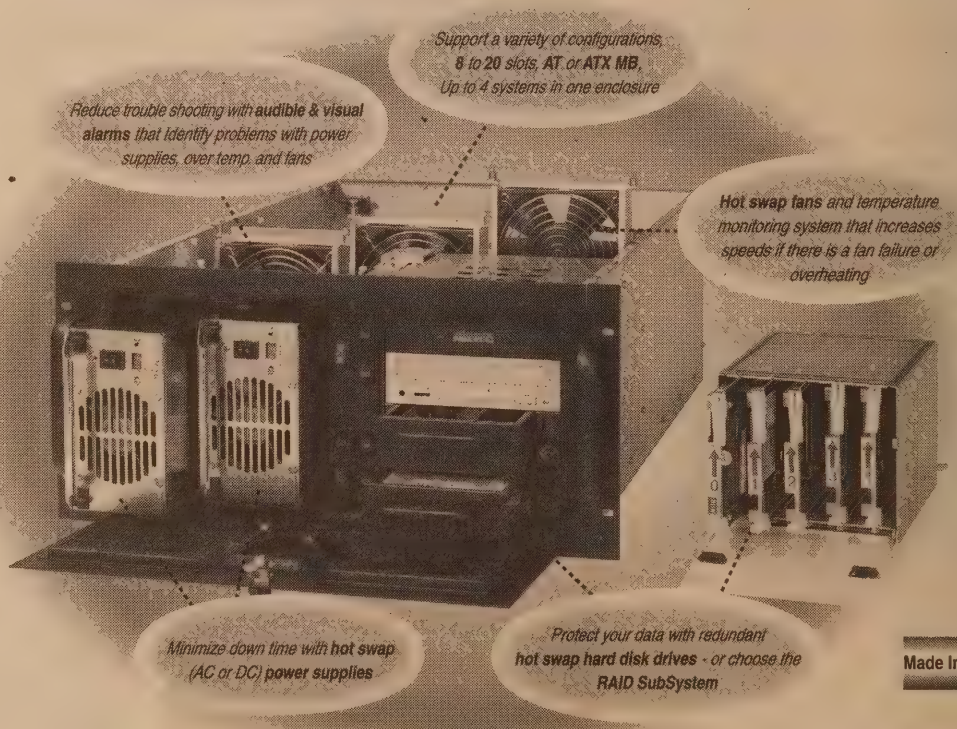
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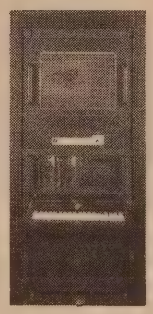

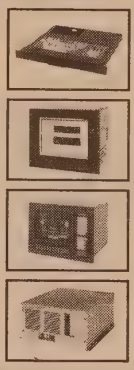

- 101 Keyboard
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In-House Manufacturing *Dedicated manufacturing facility, not an outsourced job shop*	☑	☐
Company Stability *At least 5 years in operation*	☑	☐
Established Partnerships *On going OEM Partnerships with major corporations such as Cisco Systems, Sony, Westinghouse, Raytheon,...etc.*	☑	☐
Professional Staffing *Highly experienced specialists in place for all aspects of company operation*	☑	☐
Vendor Site Visit	☑	☐

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Online Guide

Web Page Listings *continued from page 185*

Komy@USA *http://komy.nethosting.com* Low-cost Web design, hosting, and graphics creation. [Exp.#165.]

KTB Internet Online *http://www.ktb.net/* Affordable Internet services, Web site, Web page design. Server co-locations and dial-up services. [Exp.#164.]

Mastery, Inc. *http://www.masteryinc.com* Low-cost Web pages with Internet Access. [Exp.#164.]

Maxim Computer Systems Corp. *http://www.maxim.net* Full Internet services and support, including various Internet connections, Web hosting, and co-location. [Exp.#164.]

Nayzak Communications *http://www.nayzak.com* Offering affordable dial-up accounts, Web page design, hosting, and Internet commerce. [Exp.#164.]

Netway Communications, Inc. *http://www.nwc.net* One-stop Internet shop: dedicated leased lines, ISDN, Frame-Relay, T-1, Web hosting and design, etc. Los Angeles ISP. [Exp.#165.]

Outta Site Web Design *http://www.drjack.com/outta_site* Creative Web page design and consultation. Large graphics and animation library. Great prices. [Exp.#165.]

P-Net *http://www.p-net.com/* P-Net offers complete design, service, and support for your Web pages, including HTML coding, CGI scripting, and scanning. [Exp.#166.]

Pacific Business Systems *http://www.pbs1.com* Internet access and Web page housing. First month free. (714)452-9110. [Exp.#166.]

Pear Transmedia *http://www.peartransmedia.com* We specialize in Web site and CD-ROM development, programming, graphic design, intranet, and Internet connectivity. [Exp.#165.]

Phobe.com *http://www.phobe.com* Web development services, graphic design, 'zines, rampant silliness, strange scientific experiments, and more. [Exp.#166.]

REST Computer Systems *http://www.rest.com* ISP in Pleasanton, CA covering the Tri-Valley area. [Exp.#164.]

San Francisco Ad Net *http://www.sfadnet.com* Professional Web page design and domain name starting at $99. Get a free ad in our online classifieds. [Exp.# 166.]

Sapphire Design Communications *http://www.well.com/user/sapphire* Create a stunning Web presence for your company. Expand your market, increase sales. [Exp.#165.]

smcNet *http://smcnet.com* Complete Web site development, hosting, CGI programming for small companies. Personal service, competitive rates. [Exp.#164.]

StartHere *http://starthere.com* Links to search engines, white pages, yellow pages, databases, and Careers & Jobs. [Exp.#164.]

SupportHelp.com *http://www.SupportHelp.com* Internet search engine providing targeted searches within a specific industry: technology. [Exp.#165.]

The Search Page *http://www.accesscom.com/~ziegler/search.html* A directory or hotlist for people who want to search the Internet. [Exp.#164.]

The Virtual Hub *http://annex.com/virtual* A free Web-based online service. [Exp.#165.]

TLC Net Server *http://www.tlcs.com* Full Internet access, custom-designed interactive servers for your business or home. Free interactive software. [Exp.# 166.]

UC World Network *http://www.UCWorld.net/* Specializing in consumer and business dial-up services, Web hosting and design. [Exp.#164.]

Unixhost Web Hosting *http://www.unixhost.com* Virtual Web hosting starting from $14.95/month, includes 20MB of storage. [Exp.#165.]

VIVOMEDIA *http://www.vivo-media.com* Portland, OR-based digital design and development group. [Exp.#165.]

Web Design & Web Hosting *http://www.webbnet.com/* Exciting Web page design, development, storage, full PPP accounts, data base integration, credit card verification, email/fax gateway. [Exp.#164.]

Web Site Manager *http://www.adgrafix.com/info/aprice* Virtual Server systems and software. Easily create, update, and manager your Web site. Online demo. [Exp.#165.]

Web-Caster *http://www.web-caster.com* Web site/page creation and hosting service. Serving the Silicon Valley and beyond. Package rates. [Exp.#165.]

WhirlNet Communications *http://www.whirlnet.com* An Internet communications firm; creating and using Web sites per customer specifications relating to online commerce. [Exp.#164.]

Wicked Styles Web site Design *http://www.wickedstyles.com/design/* Low-cost, professional-looking Web page design for personal and business use. Quck turnaround and affordable rates. [Exp.#166.]

Wonderwidgets *http://www.wwi.com* Full service ISP based in Redondo Beach, serving the South Bay Area. We are inexpensive and very experienced. [Exp.#166.]

SERVICES & PRODUCTS FOR SALE

APL Limited *http://www.apl.com* APL, a global container transportation company, is using the Internet to save customers time, reduce the flow of paperwork, and improve supply-chain management. [Exp.#165.]

Auto/RV Shopper *http://www.auto-re-shopper.com* Looking to sell or buy used cars, trucks, vans, rvs? Free listings, easy to use. [Exp.#164.]

Commercial-directory.com *http://commercial-directory.com/free-ads* Place free classified ads in hundreds of newspapers worldwide. [Exp.#166.]

Custom Glass Etching *http://www.glassetcher.com* Personalized crystal and glass gifts for every occasion. [Exp.#165.]

Dr. John's MedWorld *http://www.doctorjohn.com* Free medical and health advice from real doctors. Chat with the doctors via streaming text Web technology, visit our hospital, medical library, or leave a message on the Doctor page. [Exp.#165.]

E & E Concierge Service *http://home.earthlink.net/~concierge* We help people with their limo service needs and rent-a-car needs. We also book Los Angeles city tours by car or helicopter. [Exp.#164.]

Free Pager *http://www.tssolutions.com/607925.htm* Make money giving away free pagers. [Exp.#164.]

Galaxy TeleCards *http://members.aol.com/rrodrig731/telecard* Information regarding low-cost, prepaid rechargeable phone cards and home-based business opportunities. [Exp.#164.]

Gatlin & Associates Private Investigations *http://angelfire.com/biz/investigate* Registered process service, Small Claims processing, judgement recovery, and pre-employment screening. [Exp.#164.]

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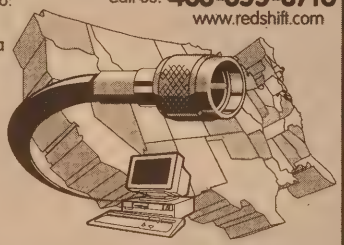
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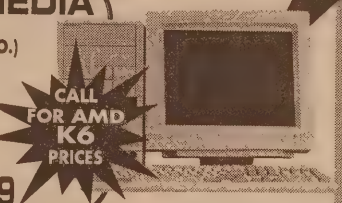
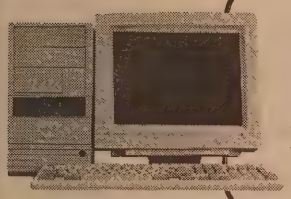
- ***32MB EDO Memory 60ns**
- *1.44MB Floppy Drive
- ***2.5GB IDE Hard Drive (10ms/5400RPM/128K)**
- *Built-in PCI EIDE (4HD, 2 FD) + 16550 I/O + 2 USB
- ***Diamond Stealth 3D 2000 PCI, 4MB EDO RAM**
- ***17" .27 NI SVGA 1280x1024 ™ 75Hz**
- ***16X Internal IDE CD-ROM**
- *Built-in Yamaha 16-bit Sound Card
- ***3D Subwoofer w/2 Satellite -500W (P.M.P.O.)**
- ***USRobotics Sportster 33,600 Internal**
- *ATX Mid Tower Case w/230W UL Power Supply
- *104 Enhanced Keyboard PS/2
- *Microsoft PS/2 Mouse
- *Microsoft Windows 95

CALL FOR AMD K6 PRICES



166MHz $2049 / 200MHz $2239

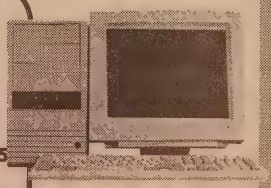
PENTIUM® PROCESSOR MULTIMEDIA



- ***QDI 430VX Chipset M/B w/256K Pipeline Burst Cache**
- *16MB Memory, 72 pins
- *1.44MB Floppy Drive
- *1.2GB IDE Hard Drive
- *Built-in PCI EIDE 16550 UART
- *PCI SVGA 1MB
- *14" SVGA Monitor .28 NI
- ***Sound Blaster** 16 Sound Card
- ***8X** IDE CD-ROM Drive
- *60W Amplified Speakers
- *Mini Tower Case w/230W Power Supply
- *104 Enhanced Keyboard
- *Microsoft Compatible Mouse
- ***Windows 95**

120MHz $1029/ 133MHz $1059 / 150MHz $1089/166MHz $1209 / 200MHz $1399

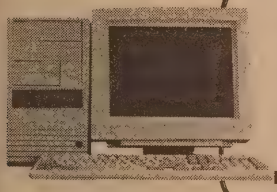
PENTIUM® PRO PROCESSOR MULTIMEDIA



- *Intel Venus Natoma 440FX Chipset Motherboard
- *Supports HD Mode 4 Bus Master
- *256K Cache on CPU
- ***32MB Memory 72 Pins**
- *1.44MB Floppy Drive
- *1.2GB IDE Hard Drive
- *Built-in PCI EIDE 16550 UART
- *Diamond Stealth 64 PCI 1MB Video Card
- ***ACER 15" .28NI 1024x768 SVGA Monitor w/Digital Controls**
- *ATX Mid Tower Case w/230W Power Supply
- ***8X IDE CD-ROM Drive**
- *Sound Blaster 16 Sound Card
- *60W Amplified Speakers
- *Microsoft PS/2 Mouse
- *104 Enhanced Keyboard
- ***Windows NT Workstation v.4.0 or Win 95**

150MHz $1529 180 MHz $1819 200 MHz $1859

DUAL PENTIUM® PRO SERVER



- *Intel PR440FX Motherboard
- ***64MB DIMM 168-pin EDO ECC Buffered**
- *1.44MB Floppy Drive
- ***Quantum Atlas II 2GB UltraWide SCSI Hard Drive**
- *Built-in **Adaptec 7880 (2940UW) PCI SCSI Controller**
- *Diamond Stealth 64 PCI 1MB Video Card
- *14" .28 NI SVGA Monitor
- *Built-in Crystal CS4236 audio subsystem
- *8X IDE CD-ROM Drive
- *104 Enhanced Keyboard
- *Microsoft Mouse
- *Super Full Tower w/250W UL PS (ATX)
- *Microsoft Windows NT Server v.4.0 w/5 User License
- *Built-in Intel EtherExpress PRO 100B PCI LAN subsystem

Dual Pentium Pro 200MHz w/ 256K Cache Each $3599

Dual Pentium Pro 180MHz w/ 256K Cache Each $3469

BAREBONE SYSTEMS

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- *Intel Pentium® Processor
- ***Intel 430VX Chipset** Motherboard**(MMX COMPATIBLE)**
- *Supports **Mode 4 Timings**
- ***256K Pipeline Burst Cache**
- *8MB Memory
- *PCI 1 MB Video Card
- *PCI EIDE (4HD, 2FD) + 16550 I/O
- *Mini Tower Case w/230W Power Supply
- *1.44MB Floppy Drive

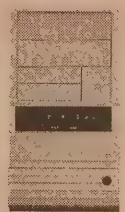
CALL FOR MMX & AMD K6 BAREBONE PRICES

120MHz $349 133MHz 379 150MHz $409 166MHz 539

PENTIUM® PRO 200 Processor

- *Intel Pentium® Pro 200 w/256K Int. Cache
- ***Intel Venus 440FX Chipset Motherboard**
- *16MB 72 Pin Memory
- *1.44 Floppy Drive
- *Diamond Stealth 64 PCI 1MB Video Card
- *ATX Mid Tower Case
- *PCI EIDE (4HDD, 2FD) + 16550 I/O

200MHz $719 $1019



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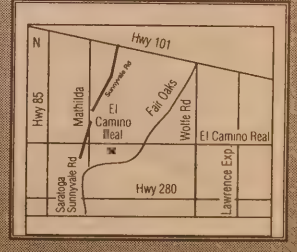

Web Page Listings *continued...*

HT Electronics, Inc. *http://www.hte-inc.com* . Digital video/audio, videoproduction. [Exp.# 166].

Jaz's Secret *http://www.fred.net/congo/secret.html* Simple the best Bar-B-Q sauce. Money-back guarantee. [Exp.#166.]

Mansoor's Imports *http://www.amarna.com/eir/imports/html.htm* Edgard and Maj-Gun Mansoor's antique store in San Juan Capistrano, CA. [Exp.#166.]

McBroom's Camera Bluebook *http://mcbrooms.com* Discount photo, astronomy, and video books. [Exp.#164.]

Med X Web *http://www.medxchange.com* The most complete new and used medical equipment Web site on the Internet. [Exp.#165.]

Mobolazer *http://www.mobolazer.com/* Makers of low-cost lasers. Lots of photos, jargon guide, and technical data. [Exp.#164.]

MRT micro, Inc. *http://www.mrtmicro.com* Portable video imaging, intelligent security camera, Webcams, traffic cameras, and more. [Exp.#165.]

On-Line Distribution Inc. *http://home.istar.ca/onlindis* Safety products for your pets and travel gadgets. [Exp.#164.]

Opamp Labs, Inc. *http://www.opamplabs.com* Mfg. of amplifiers, multimedia press-boxes, audio transformers, and industrial electronics. [Exp.#166.]

Pecan Valley Nut Company *http://www.pecans.com* This online catalog features gourmet foods and gifts and offers gift baskets, sampler boxes of flavored pecans, bulk pecans, pecan desserts, and even a few secret recipes: [Exp.#164.]

Raging Headcheese *http://www.ragingheadcheese.com/* Makers of novelty, personalized stress-relief dolls you abuse. Cheaper than therapy. [Exp.#164.]

Rummaging Through Northern California *http://www.sonic.net/~rtnc* Promoting resale, surplus, and salvage in the San Francisco Bay Area. [Exp.#164.]

San Francisco Online Classifieds *http://www.sfadnet.com* Classified listings for SF Bay Area. All categories from auto to computers to furniture to housing, and more. [Exp.#165.]

Sunshine International Penpals *http://sunshine-girls.com/* Asian women desire romance, marriage. World's largest correspondence service since 1984. Free photobrochure. [Exp.#166.]

SuperMarkets Online *http://www.supermarkets.com* A cooperative site for supermarkets and packaged good manufacturers bringing coupons, recipes, and more. [Exp.#166.]

TAO Discount *http://www.taodisc.com/* New! Detergent-free ionic laundry cleaning balls. Magnet acupuncture ear clips available. [Exp.#164.]

The Sound Wave *http://www.thesoundwave.com* Creators of original music and voice-overs for Web sites and multimedia mediums. [Exp.#166.]

United Visions *http://www.allover.com/~uvisions* A place to get a message and graphic design done. Win a free message. [Exp.#165.]

Wheelchairs & Scooters *http://www.bbenterprises.com* Wheelchairs and scooters service, repair, and sales. 24-hour service, free pick-up and delivery. [Exp.#164.]

FINANCIAL/ REAL ESTATE SERVICES

American Real Estate Area Search *http://www.areasearch.com/* Area Search promotes real estate Web sites by allowing them to register in each and every city and county they service. [Exp.#164.]

Auto/BrokerNet *http://www.autobroker.net* Buy or sell classic, exotic, race vehicles and real estate worldwide. Free unlimited access, FTP, and Internet email. [Exp.#164.]

Bay Area New Realty Solutions *http://www.newrealty.com* Searchable listings with photos; each with calculated monthly payments & qualifying incomes for different downpayments. [Exp.#165.]

Corrado Investment Services, LLC *http:// www.cisllc.com* Manages institutional and individual futures and options accounts, and provides experienced, personal, futures brokerage services. [Exp.#165.]

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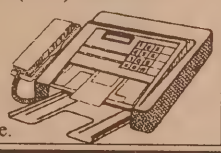

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TW-A System P6-200Mhz $2080

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- Intel Natoma Chipset .
- Intel P6- 200 Mh
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- 1.44 Floppy Drive
- 2.0 GB IDE Hard Drive
- 12X IDE CD-ROM
- Mystique 2MB SGRAM
- Creative Lab SB16 PnP Sound Card
- Delux Mid-Tower Case w/230W P.S.
- Keytronic 104-Key for WIN 95.
- 17" SVGA Non-Interlaced Monitor
- Logitech 2-Buttom Serial Mouse
- MS Windows 95 Release II
- Pontech 80W Stereo Speakers

TW-B System P5-200Mhz $1375

- ASUS P55T2P4 Trition II MB.
- Piplined Burst 512K Sram
- Intel P5 -200MHz
- 32MB EDO RAM 60ns
- 1.44 Floppy Drive
- 1 .2GB IDE Hard Drive
- 12X IDE CD-ROM
- Diamond Stealth 64 2MB DRAM
- Sound Blaster 16-bit Sound Card
- Delux Mid-Tower Case w/230W P.S.
- Keytronic 104-Key for Win 95
- 15" SVGA Non-interlaced Monitor
- Logitech 2-Buttom Serial Mouse
- MS Windows 95 Release II
- Pontech 80W Sterio Speakers

TW-C System P5-166Mhz $1130

- Genyses P530 Motherboard
- Piplined Burst 256K Sram
- Intel P5 CPU 166MHz
- 16MB EDO RAM 72pin
- Teac 1.44 Floppy Drive
- 1 .2GB IDE Hard Drive
- 8X IDE CD-ROM
- Diamond Stealth 64 /2MB DRAM
- Sound Blaster 16bit Sound Card
- Mid-Tower Case w/250W P.S.
- Impression 104-Key for WIN 95
- 15" SVGA NI Color Monitor
- Logitech 2-Buttom Serial Mouse
- MS Windows 95 Relase II
- Pontech 2-Way 80W Speakers

TW-D System P5-133Mhz $930

- Genesys P525 Motherboard
- Piplined Burst 256K Sram
- Intel P5-133MHz
- 16MB EDO RAM 72pin
- Teac 1.44 Floppy Drive
- 1.2GB EIDE Hard Drive
- 8X IDE CD-ROM
- Trident 9680 PCI w/1MB DRAM
- ESS 1868 Plug 'N' Play Sound Card
- Mid-Tower Case w/230W P.S.
- Impression 104-Key for WIN 95
- 14" Non-Interlaced Color Monitor
- Office Pro Serial Mouse
- MS Windows 95 Release II
- Pontech 80W 2-Way Speakers

Upgrade

2.0GB IDE Hard Disk	$ 45	17" Color Monitor	$230	Iomega Zip Drive 100MB Int. (SCSI)	$182	12X IDE CD-ROM	$15
33.6 Fax Modem	$ 75	MS Office Pro V7.0-97	$205	Sound Blaster AWE 64-Retail	$179	3COM 3C905 TP (10/100 Base T)	$70

MOTHERBOARDS

Intel
Providence Dual Pentium Pro $500
Venus Ppentium Pro EIDE-IO $200
Tucson w/512K PB & Yamaha Sound $175

ASUS
P6 /NP5, 3ISA-4PCI , w/EIDE-IO.....$220
P55T2P4, w/512K PB (Latest Version)...$130

Super Micro
P6-DNH Dual Pentium Pro w/8-PCI.....$930
P6-DNF Dual P6 w/5PCI &4ISA $380
P6-SNE Pentium Pro w/EIDE-IO $260
P5-STE Pentium w/512K PB $155

TYAN
Tyan S1662 Dual Pentium Pro $400
Tyan S1562 Pentium $150

M-Tech
P534 w/512K (Support MMX Chip).....$135
P651 Pentium Pro w/EIDE-IO $200

VIDEO CARDS

Diamond
Stealth 64 Video 1MB/2MB DRAM.....$50/65
Stealth 64 Video 2MB/4MB VRAM.$128/170
Stealth 3D 3000 2MB/4MB VRAM .$130/175
Stealth Open GL 1000 4MB/8MB $360/440
Stealth Open GL 3000 8X8/32x8 ..$1850/2790

Matrox
Millenium PCI 2MB WRAM.....$160
Millenium PCI 4MB WRAM.....$230
Mystique 2MB/4MB SGRAM $95/150

ATI
Winboost 2MB DRAM $65
Winturbo 2MB/4MB VRAM $135/210
3D ProTurbo PC2TV 4/8MB $200/245
3D Expression Plus + PC2TV 4MB $160

CPU&MEMORY

LOWEST PRICE GUARANTEED
P6-200/P6-180/P6-150.....$Call
P5-200/P5-166.....$Call
P5-200/P5-166 (MMX).....$Call
P5-150/133/120/100.....$Call
AMD K6-200/166. .....$Call

Memory
1 x 32 / 2 x 32.....$Call
4 x 32 / 8 x 32.....$Call
1 x 32 / 2 x 32 (EDO).....$Call
4 x 32 / 8 x 32 (EDO).....$Call
Cyrex 200/166 Plus.....$CAll

CONTROLLER CARD

Adaptec.
1522/1522K .....$70/$135
1542/1542CFK SCIS.....$175/$220
2940/2940UW SCSI w/kit .....$185/$280
3940/3940W w/kit .....$320/$469

MONITORS

NEC
XV17 Plus /M700 w/ Speaker (17").....$680/730
P1150 21" 1600 x 1200 .28dpi.....$1900

Sony
100SF(15")/200SF(17")/300SF ..$415/1730/1599

ViewSonic
5GS/17EA/17GS /17PS.....$355/579/565/670
PT815 (21").....$1650

DigiView
1509/1708"/1709 (.25dpi).....$265/$455/665

MAG
DX 1595 (.28DP) / DJ700 (.26DP).....$335/$535
DX 15T (.25DP) / DX700T (.25DP).....345/$620
DJ717 17" 1600 x 1280 .26 .....$710

HARD DRIVE

Conner, Maxtor, Quantium
Western Digital, Seagate

1.2GB/1.6GB .....$175/$195
2.5GB/4.0GB.....$240/335
SCSI Drive .....Lowest Price

CD-ROM

NEC 8X (IDE) / 8 X (SCSI)Int.....$90/$150
Mitsumi 8X/12 X/16X IDE.....$80/90/125
Toshiba 12X IDE.....$92
Panasonic 12X EIDE $90
Pioneer 12X IDE $90
Toshiba 12X/15X SCSI $139/200

MULTIMEDIA

Creative Lab
Sound Blaster 16 Vipra IDE PnP.....$55
Sound Blaster 32 PnP $89
Sound Blaster AWE64 PnP $169
80 W /160W.....$25/50

CD-TITLES

Compton's Interactive Encyclopedia 1996 .....$16
Microsoft Cinemania 1996 MPC $25
Microsoft Encarta 1996.....$30
Microsoft Golf $16
Microsoft Work & Money $25
Doom II Explosion $16
Myst.....$25
Ripper (The Most Popular Game) $40
Principal Rage (The MOst Popular Game) $33
Command AOD (The Most Popular Game).....$27
Fight Unlimited (The Most Popular Game).....$38
Explorer New World (The Most Popular Game).....$19

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ASUS P55T2P4, w/512K PB w/EIDE-IO on board.... ....$130
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Matrox Millenium 3D 4MB PCI $235
M-Tech Mustang P534 P5 MB w/512K (Support Intel & MMX, Cyrix& M2 Chip)..$135

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Super Mini Twoer Case w/230W PS $43
Mini Tower Case w/230W PS $33

FAX-MODEM

US-Robotic
Sportster 28800 Ext w/Voice $105
Sporster 33.6 V.34 Int./Ext. $102/150
Sportster PCMCIA 14400/28800.....$175/358

E-Tech
Fax modem 33.6 Int/Ext.....$75/110

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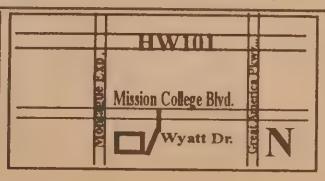

Online Guide

Web Page Listings *continued...*

Mortgage-Net *http://www.mortgage-net.com* Mortgage shopping made easy. Features a mortgage tutorial and over one hundred lenders to shop from. [Exp.#165.]

LEGAL SERVICES

Expert4Law *http://www.expert4law.org* Online listing service for expert witnesses and consultants, litigation support, lawyer- to-lawyer networking, and alternative dispute resolution providers. [Exp.#164.]

Ivan Hoffman, B.A., J.D. Attorney *http://home.earthlink.net/~ivanlove* Copyrights, contracts, Internet law, electronic rights, Internet Law Simplified, and other useful resources. [Exp.#164.]

James Ellis Arden, Attorney At Law *http://www.sidebar.com/ardenLaw* Help for clients with lawyer problems, and lawyers with client problems. Advice, representation, litigation, appeals. [Exp.#165.]

Law Offices of John R. Kahn *http://members.tripod.com/~jkahn/index.html* Attorney handling Computer, Bankruptcy, and Real Estate law, and transactional matters in San Jose, CA. [Exp.#166.]

LawAid *http://www.lawaid.com* Created to solve the problem of finding law-related services in a simple and easy-to-use database. [Exp.#165.]

LawSeeker.com *http://www.lawseeker.com* Lawyers from South San Francisco with a history of public interest work, who seek to democratize hard-to-obtain legal information in California. [Exp.#164.]

Paralegal *http://members.aol.com/jlxent/paralegal.gif* Paralegals qualified in assisting individuals and businesses with divorce, small claims, and civil matters, in the San Gabriel/San Berdo Valley. [Exp.#164.]

Richard J. Greenstone, Attorney at Law *http://www.rjg.com/rjg* Copyright, trademark, licensing, business, and transactional law for the computer, entertainment, and publishing industries. [Exp.#166.]

EMPLOYMENT/ EDUCATION

AppleOne Employment Services *http://www.appleone.com* Submit resumes, search job openings: clerical, electronics, sales, engineering. Wage and salary survey. [Exp.#164.]

Computer College Silicon Valley *http://www.ccsv.com* Internet and HTML training specialists. [Exp.#164.]

Extension Services, CSU Long Beach *http://uces.csulb.edu/scitech* Offers an extensive array of computer and networking training. [Exp.#164.]

Go Jobs *http://www.gojobs.com* The Guide to Online Jobs. Free job board, free resume posting. Primarily So. Cal. links to over 400 other job sites. [Exp.#165.]

GoCOLLEGE *http://www.gocollege.com/* College-oriented, Internet search engine for matching students with schools. [Exp.#164.]

Implant Dentistry Communications *http://www.implantdentistry.com* Offers patient education about the surgical and prosthetic phases of this treatment. [Exp.#166.]

JobSmart: N. Cal. Job Search Guide *http://jobsmart.org* Local job banks, newspapers, job hotlines, job fairs, salary info, and more from Bay Area Public Libraries and KPIX. [Exp.#164.]

Mr. Buddy: Children's Entertainer *http://www.whirlnet.com/buddy* Mr. Buddy focuses on developing a creative imagination and sense of discovery that encourages children to learn about computers. [Exp.#164.]

PC Pros *http://www.pcprosla.com* Los Angeles-based employment agency. [Exp.#165.]

S. Banks & Co. *http://www.totalmarketing.com/* Wholesale distributor of hard-to-find educational and instructional videos and CD-ROMs. [Exp.#164.]

ORGANIZATIONS

Air Commando Association *http://www.earthlink.net/~aircommando1/* Organization promotes comradeship among wartime Air Force commandos. Information for aviation buffs and military historians. [Exp.#164.]

Bay Area Knife Collectors Association *http://www.cgcweb.com/bakca/* An association for persons interested in collecting knives, either factory- or custom-made. Meets in Fremont, CA; third Thurs. [Exp.#165.]

Goodwill Industries Of Orange County *http://www.ocgoodwill.org* Goodwill Computer Works sells pre-owned hardware and software at value prices. [Exp.#165.]

H.U.G.O. *http://www.storm.ca/~hugo* Helpful (PC) User Group of Ottawa. [Exp.#165.]

Intercultural Dating Club *http://www.starcreations.com/idc* IDC for singles interested in interracial/ intercultural dating. Singles parties, rotation dinners, and matchmaking. [Exp.#164.]

Internet SIG *http://users.deltanet.com/users/dwatson* Free, Internet-oriented, software, programming, user group info. [Exp.#164.]

Mother Church Of Mind Basic *http://home.earthlink.net/~yanomami/Index.html* The first Environmental Church on the Internet. Become an Environmental Apostle. [Exp.#164.]

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- Mouse
- Mini-Tower Case

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- SVGA Accelerator w/1MB
- 14" NI .28dp Monitor
- Keyboard
- Mouse
- Mini-Tower Case
- 4X CD-ROM
- 16-Bit Sound Card
- Speakers

$608

SONIC ASUS PCI

- ASUS P55TVP4 VX PCI Motherboard
- 100MHz Pentium® CPU
- 256K Cache Pipeline Burst
- 8MB Memory
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- 1GB IDE Hard Drive
- PCI Enhanced IDE/IO Controller Card
- Diamond Stealth 64 w/1MB DRAM
- 15" NI .28dp Monitor
- Keytronics Keyboard
- Logitech Mouse
- Mid-Tower Case

120MHz $860
133MHz $917
150MHz $973
166MHz $1081
200MHz $1194
166MHz MMX .. $1149
200MHz MMX .. $1399

$840

SONIC PENTIUM VX

- Triton Chipset 75-200MHz Motherboard
- 75MHz Pentium CPU
- 256K Cache Pipeline Burst
- 8MB Memory
- Teac 1.44MB Floppy Drive
- 1GB IDE Hard Drive
- Trident PCI 1MB DRAM
- 15" NI .28dp Monitor
- Keytronics Keyboard
- Logitech Mouse
- Mid-Tower Case

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120MHz $739
133MHz $796
150MHz $852
166MHz $960
200MHz $1073
166MHzMMX . $1029
200MHzMMX . $1299

$719

SONIC HOME MULTIMEDIA

- Triton Chipset 100-200MHz Motherboard
- 75MHz Pentium CPU
- 256K Cache Pipeline Burst
- 8MB Memory
- 8x CD-ROM Drive
- 3D Sound/Speaker
- Teac 1.44MB Floppy Drive
- 1GB IDE Hard Drive
- Trident PCI 1MB DRAM
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- Keytronics Keyboard
- Logitech Mouse
- Mid-Tower Case

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120MHz $899
133MHz $956
150MHz $1012
166MHz $1120
200MHz $1233
166MHzMMX . $1169
200MHzMMX . $1459

$879

SONIC TUSCON MULTIMEDIA

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166MHz MMX .. $1858
200MHz MMX .. $2149

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- Keytronics 101 Keyboard
- Diamond Stealth 64 Video w/2MB VRAM
- Logitech Mouse
- 15" NI .28 DP Monitor
- Mid Tower Case

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166MHz $1375

$1129

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- 16MB of Memory exp. to 128MB
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- 1.2GB Enhanced IDE Hard Drive
- Keytronics 101 Keyboard
- Diamond Stealth 64 Video w/2MB VRAM
- Logitech Mouse
- 15" NI .28 DP Monitor
- Mid Tower Case

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166MHz $1520

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- Mouse
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166MHz $1101

$860

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SX P55T2P4 Triton II ATX	$150
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Pentium Triton VX PCI/VLB w/DIMM SOCKET	$85

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Stealth 64 2000 3D PCI 2MB/4MB	95/119

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SVGA 1024X768 (1 MB) VLB/PCI	35
Accelerator 3D Graphic Card 2MB EDO	86

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NE2000 NETWORK CARD $18

MEDIAMAGIC 3D SOUND CARD $24

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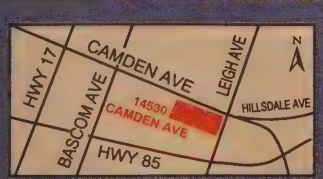

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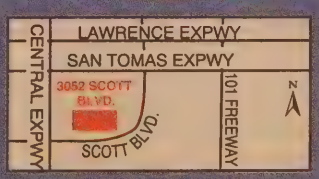

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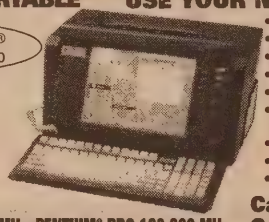

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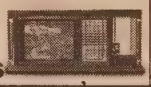

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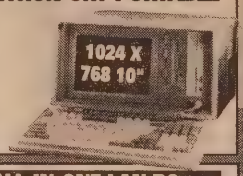

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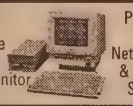

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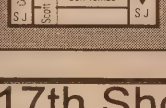

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Online Guide

Web Page Listings *continued...*

Mt. Pisgah Missionary Baptist Church *http://members.tripod.com/~Lavel/index-5html* [Exp.#165.]

Orange County NetWare Users Group *http://www.computerquest.com/cns/ocnet/* Web site that lists meeting topics, dates, and membership info. [Exp.#166.]

Oregon Tourism Commission *http://www.travelorego n.com* Whether looking for something new to do on the weekends within Oregon, or researching for an upcoming vacation, this Web site has the answers. [Exp.#165.]

Peninsula Computer Club *http://www.serius.com/~jlo/pcc5.htm* Peninsula Computer Club for IBM-Compatibles. [Exp.#165.]

Programming SIG *http://scoug.com/terry/progsig.htmlOS/2* Free, OS/2-oriented programming, source code, software, user group info. [Exp.#164.]

Santa Clarita Valley's PC Group *http://www.smartlink.net/~scvpcg* The Santa Clarita Valley's PC Group is dedicated to PC literacy. Come join us. [Exp.#165.]

SCOUG *http://www.scoug.com* OS/2 User Group: free, OS/2-oriented, software, programming, and user group info. [Exp.#164.]

Share International *http://www.shareintl.org* Shows the synthesis underlying the political, social, economic, and spiritual changes now occuring worldwide. [Exp.#166.]

Southern California Transit Information Page *http://socaltip.lerctr.org* Schedules for public transit agencies in Southern California along with links to transit-oriented sites. [Exp.#165.]

The National Housing & Rehabilitation Association (NH&RA) *http://www.housingonline.com* NH&RA is the leading organization providing personal, professional, and educational growth opportunities for people interested in the affordable multifamily housing field. [Exp.#164.]

UUASC–UNIX Users Association Of Southern California *http://www.uuasc.org* [Exp.#165.]

Veterans Memorial Senior Center *http://members.aol.com/VMSCCompEd* Redwood City Senior Center featuring its activities including computer education. Also links to significant sites. [Exp.#166.]

Voices Of The Wintercount *http://www.wintercount.org* This site is dedicated to sharing the thoughts, ideas, and words of traditional Native American people. These are the original, unedited comments by real people, taking a stand for their way of life. [Exp.#165.]

PUBLICATIONS

Anvil *http://www.anvil-media.com* Newsletter covering the latest and greatest Internet-related news, issues, and trends. [Exp.#164.]

Global Production Network *http://www.gpn.net* An international directory of film and video production resources. [Exp.#165.]

Microwave News *http://www.microwavenews.com* A report on non-ionizing radiation. [Exp.#165.]

OPAMP Technical Books *http://www.opampbooks.com* Computers, engineering, business, trades, 20,000+ titles listed, 5% discount. [Exp.#165.]

The Free Web page Provider Review *http://www.leland.stanford.edu/~maxlee/FWPReview/* Comprehensive list of over 50MB in free Web hosting. [Exp.#166.]

The Noble Internet Direct-ory *http://www.experts.com* Read the latest report that explores the role that government has with regard to the regulation of medical practice. [Exp.#165.]

continued on page 201

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AMD K-6-166MMX. $1748
Cyrix 6x86-P200. . . . . $1641
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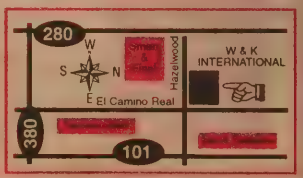

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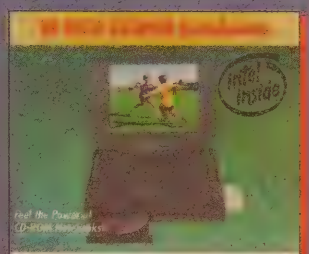

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- 1.44 Floppy Drive
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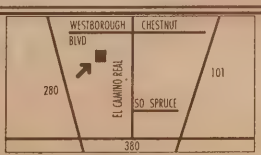

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- Carrying Case, AC/DC Adapter, NiMH Battery Included
- Software: Windows 95, Laplink for Windows 95, MS Works, MS Money, MS Encarta Encyclopedia, MS Internet Explorer 3.0 Web Browser, MS Entertainment Pack, MS Scenes Collection, and CD Sampler–Original CDs Included.

133MHz/1.3GB/12.1" Dual Scan $1895
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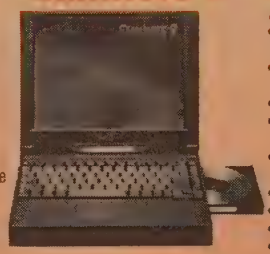
2-year limited warranty with 48-hour hot swap service (1st year)–Everex direct end-user nationwide 24-hour, 7-day toll-free tech support–US and Canada–Everex direct end-user.

Twinhead® Slimnote 9



Specifications:
- Low-Voltage Intel Pentium® Processor
- 256K L2 Cache w/64-Bit PCI Graphic Accelerator & 2MB Video Memory
- Internal 10X CD-ROM Drive
- EDO Memory Upgradable to 64MB
- 2 Type II and 1 Type III PCMCIA Slots
- Int. 1.44MB FDD & Removable HDD
- 16-Bit Stereo Sound System
- Built-in Speakers and Microphone
- Built-in Touch Pad Pointing Device
- Weight: 7lbs., w/Internal Battery
- Dimensions: 11.7x9.3x1.8
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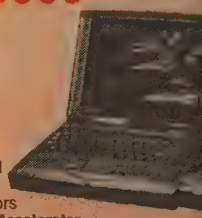

Specifications:
- Intel Pentium® 100/120/133/150/166/200
- 12.1" Active Matrix SVGA or Dual Scan Screen
- 2MB EDO Video RAM
- **16MB EDO RAM Expandable to 64MB**
- **1.08GB EIDE Removable Hard Disk (1.3, 2.1GB Optional)**
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Pentium® 133MHz	$2385	$1865
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Specifications:
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- 686 Fan for Pentium® Pro
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- Teac 1.44MB 3.5" Floppy Drive
- Western Digital 22100 2.1GB EIDE Hard Drive
- Toshiba 5702B 12X CD-ROM
- ESS ST-1868 16-Bit Sound Card
- Smartlink 33.6 Internal Fax/Modem w/Voice
- Matrox Mystique PCI 2MB VRAM
- Medium ATX Case
- Impression 7 Plus 17" .27mm Monitor
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- Mitsumi 104-Key Win 95 Keyboard
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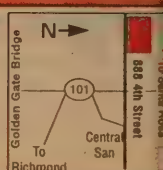

Web Page Listings *continued from page 194*

Violin Virtuosos *http://www.e-n-v-i-s-i-o-n.com/violins/book.htm* Excerpts from the new book, *Violin Virtuosos: From Paganini to the 21st Century.* [Exp.#164.]

ODDS & ENDS

AirCal *http://members.aol.com/aircal737/reunion.htm* Information about the upcoming AirCal reunion, a great airline once based in Orange County. [Exp.#166.]

Eclipse Press: Advanced Awareness *http://www.jps.net/postage* Books, programs, and commentary on politics, spirituality, and enlightment leading towards the mutation of Homo sapiens. [Exp.#165.]

Egypt Interactive *http://www.amarna.com/eir* A listing of Egyptology, archaeology, and museum-related Web sites. [Exp.#166.]

Folks Online *http://www.folksonline.com/* An online home for people to learn how to use the Internet as a practical tool and resource as well as connect with other like-minded folks. [Exp.#164.]

Plastic Surgery Interactive Resource Page *http://users.aol.com/jdisaia* Free information for those contemplating cosmetic surgery and "To Answer Your Questions." [Exp.#165.]

TheMerger *http://asterix.geog.uni-heidelberg.de/TheMerger/* Tries to describe the several features of the MacOS and NeXT's OpenStep. [Exp.#164.]

TogaLD–Satatoga Lincoln Douglas Debate *http://member.aol.com/TogaLD* Dedicted to high school Lincoln Douglas values debate. [Exp.#164.]

Worldwide PenPal Service *http://www.yaya.com/* Find you pen pal (e-pal) worldwide. Post your pen pal ad free. [Exp.#166.]

PERSONAL HOME PAGES

Andromeda-93 *http://www.geocities.com/Hollywood/1800/* Hermetic, Alchemical Order of the New Aeon Q.B.L.H. [Exp.#164.]

Cabunny's Home Page *http://www.geocities.com/SunsetStrip/Towers/2186* If you like Smashing Pumpkins, come and visit. [Exp.#165.]

Charles Belov's Home Page *http://www.geocities.com/SunsetStrip/4294* World rock reviews, Web MIDI tips, interactive audio Shockwave game, personal art, and more. [Exp.#164.]

Christina's Animal Page *http://www.whirlnet.com/animals* A resource page dedicated to assisting endangered species, as well as domestic animals. [Exp.#164.]

Computer Purchase Recommendations *http://www.hinchey.com/jeffrey/purchase.htm* Free PDF file containing my opinions and perceptions on where the IBM-clone and compatible market is headed. [Exp.#165.]

Dennis Ah Yek Home Page *http://members.aol.com/ ahyek/dennis.html* Polynesian recording artist in Hawaii. [Exp.#165.]

Elmer Bergman, CPA *http://members.aol.com/BergmanE* Interesting accounting, tax, investment, computer, travel, search engine, address, goverment, and misc. links. [Exp.#166.]

GPF Avoidance *http://home.earthlink.net/~tequilayum* Commentary, hyperlinks, Carl Sagan tribute, plus more. [Exp.#165.]

Homepage For Hacking, Phreaking, And More *http://www.angelfire.com/ca/romeo007/index.html* Hacking, phreaking, vb source code, making links, etc. Currently under total reconstruction. [Exp.#164.]

Interkid Networks *http://www.iknet.com* Real TV, chat, places for kids to meet. Web design for $15/hr. [Exp.#165.]

Lee's Home Page *http://www.geocities.com/SiliconValley/Pines/8849* An eclectic site with a surf theme. Links to surfing, weather, software, HTML authoring, law and other interesting sites. [Exp.#164.]

Lobster Attack *http://members.aol.com/mymovie* 3-D animations of giant lobsters, VRML virtual worlds, QTVR panoramas, and more. [Exp.#164.]

Mis-Magic's House *http://www/primenet.com/~jeffing/* When the lights dim and the air grows cold, you're in Mis-Magic's House. [Exp.#164.]

Mr. Wonderful's Lair *http://www.cris.com/~Barcenas/index.shtml* Internet, echomail, games, shareware, adult, matchmaker. [Exp.#165.]

My Home Page *http://wwwleland.stanford.edu/~troutman* [Exp.#165.]

Refrigerium Early Christian Web Site *http://www.hooked.net/~bless/refrigerium/index.html* An entry point for Early Christian (<500 c.e.) resources on the Internet. [Exp.#165.]

Sexy, Sober, And Evil *http://home.earthlink.net/~kittyfeet/* Download music, read rants, email, chat on IRC, view artwork, and enjoy our twisted little world. [Exp.#164.]

Suhaila *http://www.suhaila.com* Acclaimed international belly dancer Suhaila's home page. [Exp.#164.]

Ted Alvy Cosmos Topper Home Page *http://pages.prodigy.com/FNJD74A* Mallard, Captain Beefheart, Little Feat, Neon Park, Firesign Theatre, and more. [Exp.#164.]

continued on page 204

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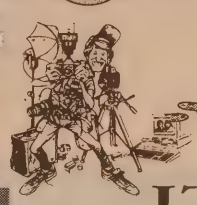

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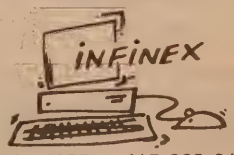

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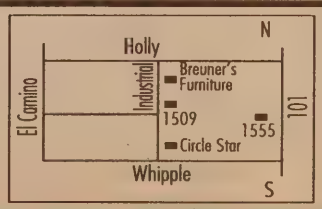

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Online Guide

Web Page Listings *continued from page 201*

The Far East Dragon *http://www.geocities.com/tokyo/7800* News, entertainment, everything about Vietnam, software, schools, and more. [Exp.#164.]

The Movie Titles Company *http://www.kudzunet.com/perri/index.htm* Title designer of *Star Wars, Taxi Driver,* and more. Discusses work. [Exp.#164.]

The Sin Of Sectarianism *http://globalpac.com/* For Christians disappointed with organized religion. "How to Gather an Assembly." [Exp.#164.]

Thogek Tutors Methematics *http://www.alumni.caltech.edu/thogek/tutor.html* High school math, algebra, geometry, trig, whatever. Two years experience. I come to you. [Exp.#164.]

TRIZ *http://w3.advn.com/~semyon/triz0000.htm* The systematic methodology for creative innovation engineering design—TRIZ (from Russian acronym) now in USA. [Exp.#165.]

Uncle Sherman Radio Guy *http://www.cruzio.com/~gpa/sherman.htm* Uncle Sherman, ex-KFAT dj. Current resume, Americana music links, cowboy stuff. [Exp.#165.]

GOVERNMENT/ POLITICS

Corporate Watch *http://www.corpwatch.org* As all the Fortune 500 companies jump onto the World Wide Web bandwagon, who's keeping an eye on them? Corporate Watch is! [Exp.#165.]

NASA's Observatorium Salutes African-American Astronauts *http://observe.ivv.nasa.gov/observe/ootd/ootd.html* See photos, list of achievements, links to biographies, and more. [Exp.#165.]

ARTS

ACiD Productions *http://www.acid.org* A virtual online gallery by the underground digital artists of ACiD Productions. [Exp.#164.]

Discord Aggregate *http://www.discord-aggregate.com* Art, literature, music. Discord Aggregate-artists dedicated to advancing the edges of art. [Exp.#165.]

The Cannonball Express *http://www2.best.com/canonbal/* A video project-in-progess about urban firestorms and the environment. [Exp.#165.]

The E-Wall *http://www.geocities.com/SoHo/3672/* A virtual wall on which you are invited to hang a piece of your own art work. [Exp.#166.]

ENTERTAINMENT/ LEISURE

1.888.MPEGVCD.COM *http://www.dvdvideoce.com* Your complete source for DVD and video CD players as well as the biggest selection of titles available in cyberspace. [Exp.#165.]

44 Non-Stop Tour *http://www.44tour.com.br* Learn more about Rio de Janeiro and Brazil, download pictures and Brazilian sounds. [Exp.#166.]

Art Comics *http://www.artcomic.com* An eclectic page of alternative comics, animation, and fresh toons made daily for the Internet. [Exp.#164.]

Ask Mr. Traffic *http://mrtraffic.com* The LA-based traffic safety expert and talk show host with the most comprehensive drivers info on the Web. [Exp.#165.]

Backstage Online *http://206.43.146.101/backstage* Full-service Internet music magazines with lots of cool extras and pictures. [Exp.#164.]

Ballparks.com *http://www.ballparks.com* Every major league baseball park is available for scrutiny– even those new-fangled domed stadiums. [Exp.#165.]

Contest Guide *http://www.ContestGuide.com/* A guide to contests, sweepstakes, and giveaways on the Web. [Exp.#166.]

CordNet *http://www.automaven.com* For fans of the classic 1936-37 Cord automobiles: photos, history, club activities, links. [Exp.#165.]

CyberHikes *http://www.cyberhikes.com/* Virtual hikes in California. State, County, and National Parks. Maps, photos, and trails. [Exp.#165.]

Cyberwit *http://www.cyberwit.com* Great computer t-shirts, etc., featuring cartoon art from one of *Cracked* magazine's best. [Exp.#165.]

Dee Zaster. Esq. *http://www.globalpac.com/umpsm/* The politically incorrect, depraved "bloomer" broad is working at aggravating the GOP. [Exp.#165.]

Ebonipearle Productions *http://www.ebonipearle.com* Get Netscape 3.0 or higher and surf Los Angeles with .wav-s. Something for everyone. [Exp.#166.]

Electric Shorts Online Mini Page *http://users.aol.com/elecshorts* PC gaming files, reviews of games and heavy music, and babes. [Exp.#165.]

Estes Vineyards *http://home.earthlink.net/~damin* Learn to make homemade wine and how growers grow wine grapes. [Exp.#166.]

Flapper Station *http://www.sns.com/~rbotti/index.html* Devoted to the music, cars, radio, fashion, and silent films of the Roaring '20s and early '30s. [Exp.#165.]

Flyte Trax Query System *http://www.amerwxcncpt.com/flytrax.html/* A Web site that lets you track airliners in flight. [Exp.#165.]

continued on page 252

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M-120T	Pentium™/120	16MB	1.0GB+4X	11.8" SVGA TFT	$2948.
M-133T	Pentium™/133	16MB	1.0GB+6X	11.8" SVGA TFT	$3448.
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ThinkPad 760XI	Pent-™/166	16MB	2.1GB	12.1 Active	$5???.
ThinkPad 760XL	Pent-™/166	32MB	2.1GB	12.1 Active	Call
ThinkPad 760E	Pent-™/150	16MB	2.1GB	12.1 Active	$4788.
ThinkPad 760ED	Pent-™/133	16MB	2.1GB	12.1 Active	$5258.
ThinkPad 560	Pent-™/120	8MB	810MB	12.1" SVGA TFT	In Stock
ThinkPad 560	Pent-™/133	8MB	1.08GB	12.1" SVGA TFT	In Stock
ThinkPad 560	Pent-™/133	8MB	2.1GB	12.1" SVGA TFT	In Stock
ThinkPad 365XD	Pent-™/120	8MB	1.08GB+6X	10.4" SVGA TFT	$2278.
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TEXAS INSTRUMENTS

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Extensa 660CDT	Pent-™/166†	16MB	2.1GB	11.3" SVGA Active Clr	$3208.
Extensa 900	Pent-™/133	16MB	1.35GB	12.1" SVGA DSTN	$2158.
Extensa 900T	Pent-™/133	16MB	1.35GB	11.3" SVGA Active Clr	$2528.
Extensa 900CDT	Pent-™/133	16MB	1.35GB	11.3" SVGA Active Clr	$2898.
TM-6020	Pent-™/120	8MB	1.08GB	11.3" SVGA Active Clr	$2048.
TM-6030	Pent-™/133	16MB	1.35GB	12.1" SVGA Active Clr	$2328.
TM-6050	Pent-™/150	16MB	1.35GB	12.1" SVGA Active Clr	$3078.
TM-6050NT	Pent-™/150	16MB	2.1GB+CD	12.1" SVGA Active Clr	$3888.
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TM-6160NT	Pent-™/166†	32MB	2.1GB+CD	12.1" SVGA Active Clr	$4848.

†MMX Model

TECRA 740CDT $6???

TECRA 730CDT $5???

TECRA 510CDT $4???

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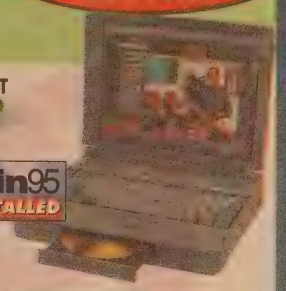

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430CDT	Pentium™/120	16MB	1.2GB+10X	11.3" Active Clr.	$2598.
3600CT	486 DX2-5	8MB	250MB	9.5" Active Clr.	998
650CT*	Pentium™/133	16MB	1.2GB	11.3" Active Clr.	$3598.
660CDT*	Pentium™/150	16MB	1.2GB+10X	11.3" Active Clr.	$4668.
500CS	Pentium™/120	16MB	1.2GB	12.1" Dual Scan	$1748.
500CDT	Pentium™/120	16MB	1.2GB+6X	12.1" Active Clr.	$3498.
510CDT	Pentium™/133	16MB	2GB+10X	12.1" Active Clr.	$4???.
730CDT	Pentium™/150	16MB	1.2GB+6X	12.1" Active Clr.	In Stock
730XCDT†	Pentium™/150	16MB	1.2GB+6X	12.1" Active Clr.	In Stock
740CDT†	Pentium™/166	16MB	2.1GB+10X	13.3" Active Clr.	In Stock

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Versa 6050NT	Pent-™/150MMX	16MB	2.1GB+10X	12.1" XGA TFT	$4648.
Versa 6200MX	Pent-™/166MMX	32MB	2.1GB+10X	13.3" XGA TFT	$6068.
Versa 6200NT	Pent-™/166MMX	32MB	2.1GB+10X	13.3" XGA TFT	$6258.
Versa 6030H	Pent-™/133	16MB	1.35GB+6X	12.1" SVGA TFT	$3608.
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6200D	Pent-™/Pro200	32MB	3.0GB+12X	$2398.
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Gulch GOSSIP

by Jonathan E.

$7,500 Per Hour For This?

Regular readers of the **Riff Raff** column in the ***SF Weekly*** have probably already been scratching thei heads over the excerpts from **Douglas Rushkoff**'s extraordinary new novel, ***Ecstasy Club***. (But thi columnist notes that the *SF Weekly* has changed the figure of Mr. Rushkoff's consulting fee of "up t $7,500 an hour," as quoted in *The New York Times*, to "upward of $7.5K per hour.")

Soon, you'll be able to do your scratching over the whole intriguing mess as HarperEdge publishes th book officially on June 4. However, in practice the book should be in stores a little before that.

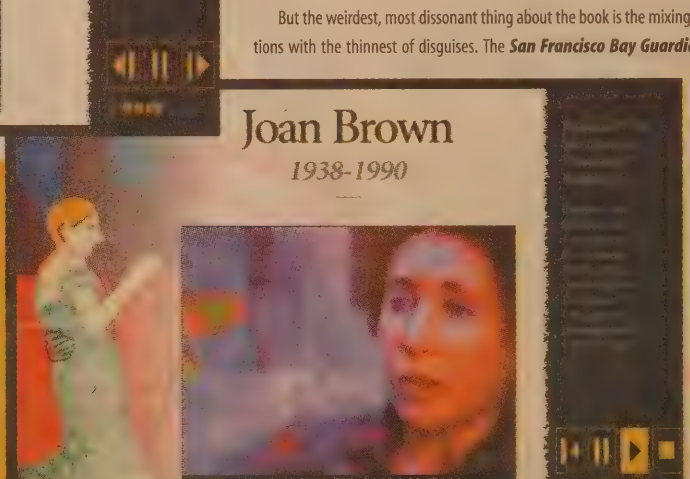
Ecstasy Club takes plaee at the further fringes of the cyber-rave Gulch, as it was idealized several years ag And the book faithfully captures the inchoate nonsense that swirled around back then, with plenty of rampan drug enhancement of mundane reality, flashbacks to the '60s, conspiracy theories galore, information and per sonality control paranoias, elaborate computer viruses, and mass warehouse raves that promise to take the participants to the next level. It's soooo early '90s! It's soooo ancient already—not so much in its conten (although much of it is petrified) as in its shrill and earnest tone.

But the weirdest, most dissonant thing about the book is the mixing of actual names of people and publica tions with the thinnest of disguises. The ***San Francisco Bay Guardian*** appears naked and unadorned, bu why bother with pretending to cloa ***Wired*** with the flimsy of ***Plugged*** **Genesis P-Orridge** become **Renn A. Sanz**, while the actua location of **Howard Rheingold** home is almost precisely revealed.

It is hard to tell whethe Rushkoff thinks he's spewing yeste day's childish drivel, viciously skew ering the excesses of addled pom posity; whether he takes it at lea semi-seriously, or really believe that he's exposing the cult-lik nature of any in-group. I interpret that he's attempting to exorcise th demons of his adolescence—an the almost mystical knowledge adolescence that he's claimed in h previous non-fiction books, th knowledge that brought him that fabled $7,500-per-hour figure.

After *Ecstasy Club*, I find it hard to believe that he'll have any cu rency left with the in-crowd that for the most part he's ridiculed.

CD-ROMs Are Museum Pieces



OK, OK— SO CD ROMS ARE PERCEIVED BY SOME TO BE DEAD DUCKS in the media marketplace (and Thomas Gladysz also said that the Booksmith will no longer be carrying them), but they do still have their uses, as the **San Francisco Museum of Modern Art's CD-ROM**, *Voices & Images of California Art*, readily shows.

The CD-ROM covers the lives and work of eight Californian artists with reproductions of their works, film clips of them at work, audio interviews, and other archival material such as their correspondence. It is simply but elegantly done, and some of their stories are quite fascinating.

Having said that, it's true that I enjoyed **Peter Samis**' presentation of the CD-ROM almost as much as the CD-ROM itself. His enthusiasm and excitement about not only the project as technology but its artistic content was infectious. Too bad the CD-ROM doesn't use him as a narrator. Never mind—get yours at the SFMOMA Museum Store for a mere $25.95. Check the Museum's Web site at *http://www.sfmoma.org*.

wonder who'll believe that he has the connections to make him still worth $7,500 per hour (well, I wondered that before). Of course, the truth is that Rushkoff is already too old to be intimately hooked into the next generation of consumers—and that shows in the book. It is more an exercise in nostalgia than about what's happening today.

Having said that, *Ecstasy Club* is undeniably a car crash of a book; you don't want to look, you know it's a terrible mess, but you can't help yourself, you rubberneck, your eyes are drawn irresistibly to the sight with a morbid curiosity. I had a hard time putting the book down. I always wanted to know just how ridiculous it was going to get next.

Others seem to feel the same way. **Cathy Konrad** of **Dimension Miramax** just optioned the movie rights. Supposedly **Brett Eisner**, yes, son of **Michael**, is set to direct, so maybe it will all become real. I can see how it could make a really good bad movie.

Maybe *Ecstasy Club* is yet, as the press release claims, "destined to be a cult classic." Maybe it will live forever in video rental stores throughout the land, allowing aging cybertwits to relive the glories of their youth, much as boomers endlessly glorify the '60s. Maybe, hey, dig this, you'll be able to download it one day! Maybe you can read more about it on the Harper site at *http://www.harpercollins.com/sanfran* .

In This Section:

- **Gulch Gossip**
  By Jonathan E. 206
- **Multimedia 101**
  The Mixman Cometh
  Two Turntables —And A Microphone?
  By Jonathan E. 210

Booksmith Taking Amazon's Business

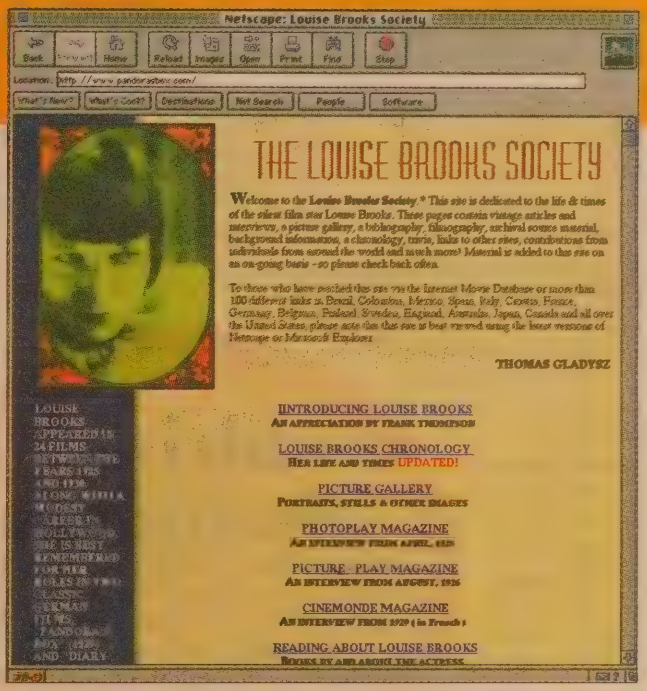
The Booksmith, the Haight-Ashbury's most prominent and long -lasting bookstore, is picking up business from the much-yapped-about **Amazon.com** online book business. Two Web sites, the **Kathy Acker** site known as **"In Memoriam to Oblivion"** (*http://acker.thehub.com.au/acker3.html*) and **CareGuide** (*http://www.careguide.net/*), which had previously used Amazon.com as their official "bookstore," grew dissatisfied with the big one and switched to the Booksmith. Other sites that link to the Booksmith include the **Louise Brooks Society** (*http://www.pandorasbox.com*), the largest and most comprehensive Web site devoted to any silent-film-star, cult actress (she was best known for her role as **Lulu** in the silent German classic *Pandora's Box*), and the **Winsor McCay Page** (*http://www.sirius.com/~tgladys/littlenemo.html*), a single-page site devoted to the early 20th century cartoonist best known for his "Little Nemo ... in Slumberland" comic strip.

Thomas Gladysz, Web manager for the Booksmith, also put the recently debuted **Northern California Independent Booksellers Association** Web site (*http://www.nciba.com*) together. Both sites are part of an attempt to keep local, independent bookstores alive both in cyberspace and meatspace, to resist the malling and chaining of both worlds.

The Booksmith site has been operational for a couple of years, and, Gladysz explains, the alliances with content providers are a vital aspect of its strategy.

Of course, the Winsor McCay URL reveals a connection to Gladysz and, in conversation, it turned out that he'd put the Louise Brooks site, "an online shrine" he called it, together also—and he's not even the owner of the Booksmith! (Give him a raise, Gary!)

Sales through the site are now running at "a few thousand a month," which Gladysz says is comparable to the online sales of **Stacey's** or **A Clean Well-Lighted Place For Books**. Most of the customers are in Pacific Rim countries but there are also customers in Russia, the Middle East, and South America as well as the boonies of the United States. ***The Celestine Prophecy*** is a big seller to the Middle East, while signed copies, surrealism, and erotica are big sellers to the more remote parts of the US. I bet they'll even eventually sell a copy or two of *Ecstasy Club*!


Netscape: Louise Brooks Society
THE LOUISE BROOKS SOCIETY
Welcome to the Louise Brooks Society.* This site is dedicated to the life & times of the silent film star Louise Brooks. These pages contain vintage articles and interviews, a picture gallery, a bibliography, filmography, archival source material, background information, a chronology, trivia, links to other sites, contributions from individuals from around the world and much more! Material is added to the site on an on-going basis - so please check back often.
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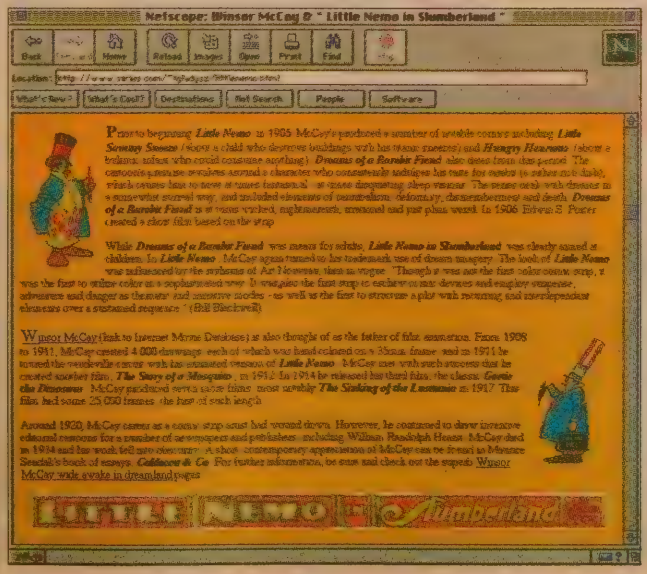
BOOKS BY AND ABOUT THE ACTRESS


Netscape: Winsor McCay & " Little Nemo in Slumberland "
Winsor McCay (link to Internet Movie Database) is also thought of as the father of film animation.
Little Nemo
Slumberland

Gladysz says he's comparable to the online sales of **Stacey's** or **A Clean Well-Lighted Place For Books**. Most of the customers are in Pacific Rim countries but there are also customers in Russia, the Middle East, and South America as well as the boonies of the United States. ***The Celestine Prophecy*** is a big seller to the Middle East, while signed copies, surrealism, and erotica are big sellers to the more remote parts of the US. I bet they'll even eventually sell a copy or two of *Ecstasy Club*!

The Booksmith site also includes literary contributions from some of its well-known literary-type customers as well as from its staff, literary-types-in-waiting if they're anything like the staff at other book stores. Gladysz says, "We're more personal and less sterile than other stores."

You can find out for yourself at *http://www.booksmith.com* .

GULCH GOSSIP *continued...*

CMP Does What?

IT IS NOT TRUE THAT THE THIRTY LAID-OFF Web workers at **CMP**'s **NetGuide Live** plan to buy the left-behind business assets of **Higher Source Contract Enterprises**, the **Heaven's Gate** Web site design company, although when one individual "first heard about the Web masters' cult massacre, [he] thought it was the thirty layoffs at NetGuide doing harikiris."

However, my correspondent also informs me that it is true that shortly after the layoff, "some joker there hacked into the NetGuide Web site and changed the CMP logo to read 'CMP Sucks.'" After three days, management took the site down only to put it up again, still with the amended logo. On the fourth day, somebody finally rectified the problem. Four days in cyberspace proclaiming that your own corporation "sucks" is just about enough concept for a sitcom.

Meanwhile, in a formal press release, I am informed that CMP will be integrating all its various "Online Products and Services" into one, "CMPnet, a new Web service that will be the hub for the technology and Internet communities." Most importantly, of course, "The company will also unify its Web sales force into one organization, providing advertisers with a single point of access to all of the company's online products."

I also note that "NetGuide Live headquarters, currently located in San Francisco, will move to Manhasset. All NetGuide Live sales personnel will be retained. Efficiencies resulting from the integration of the company's existing Web products will result in the elimination of twenty-two editorial and technology positions at NetGuide Live on the West Coast. As always, CMP will try to provide alternate positions where possible." So does CMP "suck?" At this stage, it probably depends on whether you're in ad sales or creative, and whether you want to live in Manhasset, which is in New York. It sounds so uncomfortably East Coast, so far from our sunny little Gulch.

The release goes on to explain that "All CMPnet products and services will share a common unifying design interface and navigation architecture created with **Ikonic, Inc.**, a leading Web strategy, design and implementation firm with offices in San Francisco and New York. 'For years, we've built businesses on the Web. CMPnet is different,' said **Robert May**, chairman and CEO of Ikonic. 'Backed by CMP's brands, vision, and circulation base, we think it represents a whole new category, the first infotech civilization on the World Wide Web.'"

Can you believe such a grandiose statement? It sounds like building look-alike, chain-store shopping malls in cyberspace to me.

So perhaps CMP does "suck." So, perhaps, does Ikonic. I am always suspicious when words like "community" and "civilization" are used in press releases from commercial or media organizations pushing their own conglomerated version of cyberspace. What about that small community of twenty-two (or was it thirty?) editorial and technology positions in the real world that was bulldozed for corporate commercial advantage?

As always I encourage you to not believe the hype and to make up your own minds. Relevant URLs that may assist you in this task are *http://www.netguide.com* and *http://www.ikonic.com*.

Sirius Business

PAUL GODWIN SENDS WORD THAT **MIGUEL Noya**, his Venezuelan collaborator on **notdunjusta** (mentioned in this column in our January 1 issue), is in San Francisco working on the follow-up CD, ***the sirian experiments***, also to appear in due course on **New Dog Records**.

Newby Not In Town——But Is Released

WORD HAD IT THAT **KEN NEWBY**, OF **TRANCE Mission**, **Lights In A Fat City**, and the **Halcyon Days** supergroup of himself along with **Stephen Kent** and **Steve Roach**, was returning to the Bay Area having snared himself a plum-sounding gig working out the kinks in an "adaptive sound" CD-ROM project for a major local developer whose name I swore not to reveal.

Ken was looking forward to getting to grips with what sounded like a fascinating, cutting-edge idea—and the change from Vancouver. Unfortunately, major as this developer and client are, the apple does not fall far from the tree, and CD-ROM is perceived as such a dead duck of a medium that the plug was pulled on the project. So Newby remains a Vancouver resident for now, although his new CD, ***Sirens***, is due to be released real soon by San Francisco's **City Of Tribes** label. Hopefully, I'll have heard it by next month and can say something intelligent about it then. In the meantime, if you need a musician who can mix the ancient acoustic with today's electronics and can work in interactive environments, then Newby's your man and you should bring him back to the Bay. Gulch Gossip will thank you! Email offers to *knewby@sfu.ca*. ■

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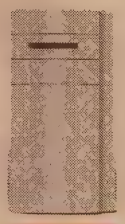

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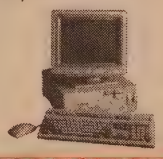

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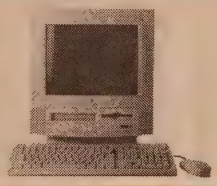

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MULTIMEDIA 101

The Mixman Cometh

Two Turntables—And A Microphone?

"People don't know what DJs do," expostulates Josh Gabriel when asked about the interface of his Mixman musical software. "They just look at them mixing away up in their booths and think they're cool."

With Mixman, Josh hopes he has a product that will make lots of kids feel equally cool. What he doesn't have is a traditional DJ setup of two turntables and a mixer—although a graphic representation of that is what you'll see on the screen. What Josh has really done with Mixman is to give screenagers (and older wannabes) a mixing studio on a CD-ROM.

Ironically, unless clubs make PCs standard equipment, Mixman won't much advance the state of knowledge about what DJs really do up there in their booths—but, if they do become standard equipment, the way DJs work might change dramatically. What Mixman offers is a way to manipulate songs by bringing individual tracks in or out, as opposed to the classic DJ system of selecting various slabs of vinyl, sequencing them, and mixing beats from one with beats of another. By making the track-mixing process readily available, Mixman may, just may, change the future of the music industry much as the DJ aesthetic itself has done over the past decade and a half.

On a recent visit to Mixman's basically nondescript (but clearly with priorities other than fancy furniture) studio/office in San Francisco's old Barbary Coast district, Josh scampered between computers eagerly expounding on and displaying various aspects of Mixman's current projects, the new George Clinton and Rockers Hi-Fi releases, along with the further-off Mixman Studio. He exhibited the authentic, unaffected enthusiasm of a child showing off his new toys.

Obviously, he relishes the showman aspect of the Mixman gig. With Josh at the keyboard, Mixman really comes alive. He plucks beats and breaks, riffs and fills, vocal snippets and sound effects from the QWERTY as though it were an eighty-eight; the range of possibilities becomes immediately apparent. Josh recently wowed the industry big shots at the exclusive DEMO 97 show in Palm Springs, earning himself the accolade of "Demo God" from the assembled multitude of professional demo connoisseurs.

Nigel Blunt, credited with "New Alchemy" on the Rockers Hi-Fi CD, recalls, "When I met Josh for the first time at the Winter Music Conference last year in Miami, he spent the whole day, every day of the conference demonstrating Mixman. Everyone who passed by, stopped to look, listen, and ask what it was."

In fact, after a few minutes with Josh, it's obvious that he not only believes in Mixman as a product, he's in love with it as a process. It's a long-term relationship. Josh began with traditional music training, playing keyboards and percussion the old-fashioned way. In the late '80s, while studying programming, digital sound

What Josh has really done with Mixman is to give screenagers (and older wannabes) a mixing studio on a CD-ROM.

continued on page 215

BY JONATHAN E.

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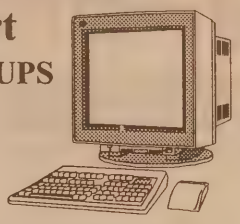

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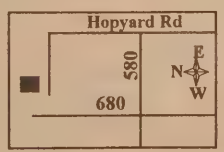

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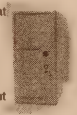

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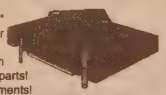

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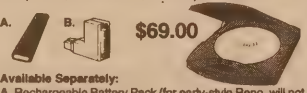

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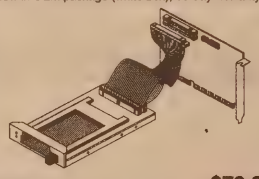
- Includes driver disk, manuals, cable, internal card, bracket
- New in OEM package (white box), 90-day warranty



HSC#15954 **$79.95**

Mini Trackball - Hot to Go!

- KraftμTrak Mini-trackball -- small trackball has bracket to attach to right or left side of keyboard (if desired) -- New in box.
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Hobby Parts Potpourri!

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- Coiled cigarette lighter extension cord, plug to jack **HSC#15640** **$2.95**

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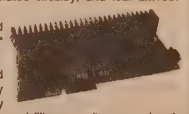
- Super-source of high-power parts for audio hobbyists!
- Unit is believed to be amplifier from surround-sound sys.
- Parts include four 50W high-performance audio amp chips (TDA1514A), two tone-control circuit chips (TDA1524A), with related circuitry, and four LM1037 analog switches.
- Amplifiers are mounted on 12" x 1.5" x 2" heatsink
- Unit looks like it would take 24VAC to supply power to circuit (hefty bridge rectifier, fuses and filter capacitors are already installed), or remove parts for your own project!



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PCMCIA Sound Card

- Turtle Beach Systems "Audio Advantage" Card
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- Upright Case, same size as above, has front opening, 20 watt power supply, no fan **HSC#16559** **$24.95**
- Horizontal Case, 7.75" x 2.25" x 10", for 5.25" or 3.5" drives, approx. 30 watt fan-cooled power supply **HSC#16558** **$39.95**
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- Works with Tahiti, other magneto-optical drives **HSC#16576** **$17.50**

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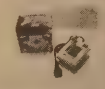
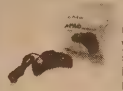
Wondering what to do with that old PC now that you have upgraded? Make it into a game system for the kids! Use the controllers below, load up the games and you can have your new computer all to yourself...for your own games? Better buy extra controllers at these prices!

- Kraft KC3 Joystick -- small IBM compatible joystick with dual-axis centering controls, two fire buttons for use with either hand, plus joystick button. **HSC#16638** **$1.95**





- Kraft μPad Game Controller -- use your Nintendo/Sega skills on your PC! Four buttons plus mini-stick for two handed action...plugs into game port (see below). **HSC#16639** **$3.95**
- Kraft Game Port Card -- single port can operate two joysticks with Y-cable (not included). Switch selectable bus speeds up to 35 MHz. **HSC#16640** **$1.95**

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HSC#16587 **$19.95**

DIAMOND MULTIMEDIA

Viper Pro Video

- VESA-Local Bus card, Weitek "Power 9100" chip-set
- Onboard 2MB VRAM, can be upgraded to 4MB
- Capable of full screen, 30 fps 1280 x 1024 video
- Can display following resolutions (and more):

Resolution	2MB	4MB
1024 x 768 pixel	256, 65K color	16M color
1280 x 1024 pixel	256 color	65K, 16M color
1600 x 1200 pixel	256 color	65K color

HSC#16586 **$29.95**

Both boards are new, OEM packed and have photocopied manuals, driver/utility disks, and have a 90-day HSC warranty. Diamond Multimedia has a comprehensive help website.

Ethernet Card Closeout

- 10-Base-T style Network card for ISA Bus computers
- NE-2000 compatible, for twisted pair networks
- AE2/T by Artisoft -- Name brand quality!
- New in sealed box, ninety-day HSC warranty
- Driver software is on 5.25" disks -- be forewarned: if you only have a 3.5" drive, you will have to get a friend to copy!
- Note: not for "dumb" nodes, does not have boot ROM

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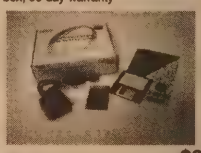

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MULTIMEDIA 101 *continued from page 210*

synthesis, and psychoacoustics at the Institute of Sonology in the Netherlands' Royal Conservatory of Music, he started experimenting with other techniques to make music. One project involved breaking up to eight beams of light to trigger sounds and music. However, Josh soon discovered, "What makes music fun is the ability to learn and get better at it with time. With computer interactive music, the hard thing is to create a product that provides instant gratification but is also deep enough so you can improve your performance and not get bored."

As frequent readers of this column will understand, Josh had distilled the exact theoretical nut of the problem of computer-enabled interactivity and music. Turning theory to practice, Josh spent the next few years refining his thinking about solutions by building prototypes with high-end audio gear and an Atari computer.

In December 1992, on a trip to Mexico to visit his brother, he met Eric Almgren, who was there visiting his own sister, a friend of Josh's brother. During casual conversation, the two of them discovered their mutual interest in music and Josh explained his project. Once back in the States, he flew to San Francisco to show Eric his prototype. At the time, Eric was with LSI Logic working with hardware and chips. As has happened with so many others so many times, the opportunity to develop something more cultural and closer to his heart was irresistible. Together, they incorporated Mixman in 1993. Soon, they found Dick Asher, former CEO of Polygram Records, former president of CBS Records, and currently a board member of Electronic Arts. He became their second investor, but perhaps more valuable were his advice and contacts when navigating the tricky shoals of the traditional record industry.

Mixman's first couple of releases concentrated on the local, independent dance scene but included some tracks from artists on more established labels such as Tommy Boy. The new releases, George Clinton's *Greatest Funkin' Hits* on Mixman itself and the remixable Rockers Hi-Fi track on *Mish Mash*, the new album on Warner Brothers, mark Mixman's entry into the major leagues.

MIX ME, OPERATOR, MIX ME

To turn regular music into a Mixman treatment is not a particularly complicated process. In fact, down the line one of Mixman's advantages is that it can put out a lot of releases fairly fast and inexpensively, thus escaping the traps facing games and movies with their huge budgets, long productions, and the need for nearly every release to be a blockbuster hit. It also helps that Mixman is based on what has already been created—the original master tapes.

Josh Gabriel: "What makes music fun is the ability to learn and get better at it with time. With computer **interactive** music, the hard thing is to create a product that provides **instant gratification** but is also deep enough so you can improve your performance and **not get bored.**"

The tapes may first be remixed into an alternative version to what you hear on the album—such as the treatment the Bassbin Twins provided for the Rockers Hi-Fi cut. But whatever version is being Mixmanized, Josh then takes the various elements and applies his "secret recipe" to break them into seventeen discrete pieces, a "bed" or basic backing track (which may be silent for periods and then reverberate into effects, but is mostly and usually the vocals) and sixteen other tracks (bass runs, drum fills, guitar riffs, vocal chorus, etc.).

One of the most impressive things about Mixman is the tiny amount of disc space needed for the finished tracks. The Rockers Hi-Fi album is already a generous 75 minutes of Red Book audio, but the Mixman tracks and engine fit comfortably into the remainder. Part of this is due to the sound being at 22KHz rather than full CD quality 44KHz—but it's still 16-bit and sounds great. Part of the secret is Josh's "magic" compression scheme that ruthlessly squeezes unneeded excess digital space out of the musical information. The Mixman engine itself takes up less than 300K. The tracks are then keyed to the keyboard. "We discovered that arranging the tracks in two circles of eight was the easiest on users' memories and worked best with the keyboard layout," Josh explains when discussing the arrangement. There are also a variety of tricks, options and shortcuts built in, using a few other keys that, once discovered, allow one to pull off some snappy effects in a smooth style.

Generally, similiar sounds are keyed to the same keys from one song to another so that the learning curve is not too steep. In practice, it doesn't take much time to figure out how to work the system. Checking out the demo mix from the options screen is the fastest way to get the hang of how to make a mix that doesn't fall apart. It's also cool and good for the learning curve to be able to remix the demo mix by basically jamming on top of it.

Emotionally, I still have some resistance to the two-turntables metaphor for the interface. It's too much of a discontinuity between real-world and screen-world tasks for me to readily swallow. Josh understands the problem: "We struggled a lot with different interfaces. When we figured out the two circles of eight keys, it just flashed on me to use two turntables for the metaphor. So that's what we decided to do and that's why Mixman looks like that."

Given how well Mixman actually performs, and knowing the problems that arise when using on-screen sliders and mixers for an interface, I will eventually concede the point. It seems unlikely, however, that Mixman is going to win any awards for its flashy interface. On the other hand, the interface is efficient. The selected tracks flash different colors depending on exactly what you're doing with them; that's extremely useful, especially when trying to understand the way the demo mixes are constructed.

continued on page 230

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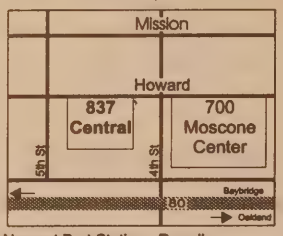

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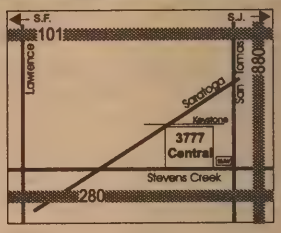

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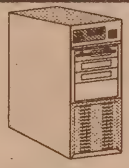

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#5: CF-8502A Mid Tower w. 250W, Open Side ... 75
#6: GT212 Mid Tower, 250W, Open Side, 2 fans, White . 105
#7: GT210 Mid Tower, 250W, Open Side, 2 fans, Black.. 109
#8: Full Tower w. 250W, 2 fans ... 89
#9: CF-8501S Full Tower w. 250W, Open Side ... 95
#10: KS-A5561 Full Tower, 250W, Side Open, 2 fans ... 125
#11: Full Tower, 300W, with Wheels ... 149
#12: GT312 Full Tower, 300W, Open Side, 2 fans, 8 Bay Slots, PS/2 power, White ... 169
#13: GT300 Full Tower, 300W, Open Side, 2 fans, Black . 175
#A1: ATX CF-8502A Mid Tower, 235W, Open Side . 95
#A2: ATX mini-mid Tower w. 230W ... 99
#A3: ATX AT-601B-B Mid Tower w. 235W ... 99
#A4: ATX-T5 Mid Tower w. 235W, Slide Open ... 99
#A5: ATX CF-8501S Full Tower, 235W, Open Side . 115
#A6: ATX GT-232XC Mid Tower w. 235W ... 129
#A7: ATX GT-312 Full Tower w. 235W ... 169

HDD EXTERNAL CASING:
CD Rom or 5.25" External Casing ... 62
3.5" HD External Casing ... 59
1 half ht, 50W, SCSI-2 ... 89
2 half ht or 1 full ht for PC, 80W, w/o cable ... 89
4 half ht or 2 full ht, 200W, w. cable ... 119
4 half ht or 2 full ht, SCSI-3 ... 149
7 half ht or 3 Full, SCSI-3 ... 219
8 half ht or 4 full ht, 250W, w. cable ... 229
MAP-431-1 1 half ht & fan, 50W, SCSI-3 ... 99

ANTEC
KS-011+RPP3002: 19 Bay Server (9 front,10 int. bay) 300W,Hot-Swap + Redundant P/S, 2 Cooling Fan . 599
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3. CONTROLLER

Adaptec
1522A Fast SCSI Board, 3Mb/s / w. Kit ... 79/145
1542CP SCSI Board, 10Mb/s / w. Kit ... 169/239
2940 SCSI PCI w. Kit oem ... 209
2940U SCSI PCI w. Kit oem / reg ... 225/249
2940UW Ultra Wide-SCSI PCI w. Kit oem ... 265
AHA3940U PCI Multi-Channel SCSI ... 399
AHA3940UW Ultra-Wide w. Kit ... 479
APA1460 Slim PCMCIA SCSI ... 165
ASW-EZ SCSI 3.1 for Dos & Windows ... 59
ASW-EZ SCSI 4.0 for Win'95 ... 69

ADVANSYS
ABP5140 SCSI-2 ISA 8Mb/s ... 115
ABP930 Ultra SCSI PCI 20Mb/s ... 135

ASUS
PCI-AS2940UW SCSI & 16-bit audio adapter ... 229
SC200 SCSI-2 PCI (w. NCR chips) ... 79

COREL
Corel SCSI Software v2.5 ... 85

FUJITSU
PCMCIA Type II SCSI-2 10MB/s ... 199

INITIO
INI-9100U PCI SCSI Kit oem / reg ... 149/175
INI-9100UW PCI Ultra-Wide SCSI Kit oem / reg... 185/225

KOUWELL
KW557A IDE/ 1.44/ 2S(FiFo)/ ECP/ 1G ... 29

LDP (Lomas Data)
*Fast PCI SCSI-2 10Mb/s ... *(125)*
PCI Fast 20, Ultra Wide SCSI, 40Mb/s ... 215

NEW MEDIA
Basic SCSI DB25 PCMCIA ... 99
Bustoaster SCSI-2 PCMCIA ... 165

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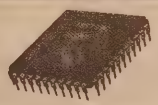
CN2420 EIDE 4HD 16 bit ISA ... 39
CN2419 EIDE 4HD/ 2FD 16 bit ISA ... 59
CN2424 EIDE 4HD/ 2FD/ 2S 1P 1G/ 16550 & IEEE1284.. 79

OTHERS
DIAMOND SCSi Contorller ... 169
PROMISE EIDE 2300 Plus IDE/ 4HD/ 2S 1P/ 16550 . 59
WD SCSI-2 PCI ... 79

4. CPU



AMD
AMD-X5-133 / AMD-K5-75 ... 45/45
AMD-K5-100 / AMD-K5-133 ... 75/95
AMD-K6-166 / AMD-K6-200 ... 269/449

CYRIX (w. fan)
6x86-P150+ (3.5V) / 6x86L-P150+ (2.8V) ... 122/124
6x86-P166+ (3.5V) / 6x86L-P166+ (2.8V) ... 145/147
6x86-P200+ (3.5V) / 6x86L-P200+ (2.8V) ... 187/189

intel.
486 DX2-66 / 486 DX4-100 ... 45/49
MMX-166Mhz Pentium® (3 yr. warranty) ... 449
MMX-200Mhz Pentium® (3 yr. warranty) ... 649
P54C -100Mhz Pentium® ... 105
P54C-120Mhz Pentium® ... 109
P54C -133Mhz Pentium® ... 139
P54C-150Mhz Pentium® ... 165
P54C -166Mhz Pentium® ... 279
P54C-200Mhz Pentium® ... 479
*133MHz Pentium® w. fan (3 yr. warranty) ... *(159)*
*150MHz Pentium® w. fan (3 yr. warranty) ... *(199)*
166MHz Pentium® w. fan (3 yr. warranty) ... 309
200MHz Pentium® w. fan (3 yr. warranty) ... 549
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Pentium® Pro 180Mhz w. fan (3 yr. warranty) ... 549
Pentium® Pro 200Mhz w. fan & 256k ... 589
*Pentium® Pro 200Mhz w. fan, 256k, 3 yr warranty ... *(625)*
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OverDrive®:
Pentium® 63Mhz (fr 486-25 or DX2-50) ... 149
Pentium® 83Mhz (fr 486-33 or DX2-66) ... 199
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Pentium® 166Mhz (fr 586-100) ... 485

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*III 12 x 18, 4 button cursor ... *(395)*
- 2 button stylus for III ... 39

WACOM
Art Pad II 4x5, w. Erasing Ultra Pen for PC ... 135
- w. Fractal Dabbler ... 155
Art Pad II 4x5, for MAC ... 139
*Art Z II 6x8, w. Erasing Ultra Pen for PC ... *(299)*
- for MAC ... 309
Art Z II 6x8, w. Fractal Expression ... 365
Art Z II 12x12, w. Erasing Ultra Pen for PC ... 415
- for MAC ... 429
Art Z II 12x12, w. Fractal Expression ... 479
Art Z II 12x18, w. Erasing Ultra Pen for PC ... 685
UD-2 Mac Kit ... 45
UD-520 4-button Cursor ... 109
UP-201 Pressure Stylus ... 49.95
UP-701E Erasing Ultra Pen ... 69.95

6. DRIVE

FLOPPY DRIVE :
TEAC
1.2MB 5.25" ... 43
1.44MB 3.5" / w. frame ... 27/31

HARD DRIVE :

FUJITSU
M1636TAU 1.2GB 10ms 128k, 5400rpm, IDE ... 179
M1623TAU 1.7GB 10ms 128k, 5400rpm, IDE ... 189
*M1624TAU 2.16GB 10ms 128k, 5400rpm, IDE . *(219)*
M1638TAU 2.56GB 10ms 128k, 5400rpm, IDE ... 235
M2954SYU 4GB 8ms 512k, 7200rpm, SCSI-2 ... 755
M2954QAU 4GB 8ms Wide-SCSI ... 799
*M2949SYU 9GB 10ms 512k SCSI ... *(1495)*

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DCAS-32160 2GB 8.5ms Ultra-Wide SCSI, 5400rpm ... 399
DCAS-34300 4.3GB 8.5ms Ultra-Wide SCSI, 5400rpm... 719

KINGSTON
PCMCIA 260MB IDE, type III ... 375
PCMCIA 340MB IDE, type III ... 445

Maxtor®
MXT-81750A 1.7GB 12ms 64k IDE ... 205
MXT-82187A 2.1GB 12ms 128k IDE ... 229
MXT-82560A 2.5GB 10ms 256k IDE ... 245
MXT-85120A 5.1GB 10ms 256k IDE ... 435

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FBTM-1280A 1.2GB 12ms 128k IDE ... 189
FBTM-2110AT 2.1GB 10.5ms 128k IDE ... 219
FBTM-3200AT 3.2GB 11ms 128k IDE ... 289
FBTM-33840AT 3.8GB 11ms 128k IDE ... 329
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Atlas-2 45500S 4.3GB 8ms 512k Ultra SCSI ... 849
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ST-31276A 1.2GB 12ms 64k IDE 1" ht. ... 185
ST-32132A 2.1GB 12.5ms 128k IDE ... 219
ST-51080N 1GB 12.5ms 128k SCSI ... 259
ST-32171N 2GB Ultra-SCSI ... 545
ST-32171W 2GB Ultra-Wide SCSI ... 625
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ST-19171W 9GB Ultra-Wide SCSI ... 1855

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MK1002MAV 1GB 13ms 128k IDE 2.5" ... 209
MK1301MAV 1.3GB 13ms 128k IDE 2.5" ... 239

WESTERN DIGITAL
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WD-33100 3GB 12ms 128k IDE. ... 279
*WD-24200 4.2GB 11ms 128k IDE ... *(189)*
WD-21600 1.6GB 10ms 128k IDE ... 199
WD-22100 2.1GB 12ms 128k IDE ... 229
WD-32500 2.5GB 12ms 128k IDE ... 249
WDC-AC34000 4GB IDE ... 369
WDC-E2170 2.17GB Ultra SCSI ... 599
WDC-E2170 2.17GB Ultra-Wide SCSI ... 649
WDC-E4360 4.3GB Ultra SCSI ... 899
WDC-E4360 4.3GB Ultra-Wide SCSI ... 939

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Descartes PCMCIA Card Reader /Writer for PC ... 109
Mounting Frame for 3.5" Hard / Floppy Drive ... 4/4

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http://www.centralcomputer.com for update price & catalog

Removable Case for 3.5" HD IDE 23
Removable Case for HDD SCSI 25

REMOVABLE DRIVE :

IOMEGA

SALE

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Jaz Drive 1GB SCSI Int / Ext 365/459

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- Zip Disk 100MB : Single / 3-Pack 17.95/48
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Zip Zoom SCSI Accelerator Card 54

SYQUEST (Mitac)

*105MB 3.5" w. cart., SCSI for Mac, Ext ..... *(155)*
EZ Disk 230MB 35

7. I/O CARD

FUJITSU
PCMCIA Serial Card 135

KOUWELL
KW508-E Single Parallel Port 12
KW524H 2S /1P /1G 22
KW524J-1 2S /2P w. 16550 chips 29
KW524L 2S(FiFo) / 1P / 1G w. 16550 chips 32

QUICKPATH
FlexPort 42: 4 Serial / 2 Parallel (Bi - Dir), 16550 99
FlexPort 22EX: 2 Serial / 2 Parallel / 16650 99
PortFolio 550E: 13 Port Multi-I/O, 4 Serial/ 4 FDD/ 2 Parallel/ 2 IDE/ 1G 125

SIIG
Cyberpro 2S Highspeed w. 16650 chips 55
Cyberpro 4S Highspeed w. 16650 chips 89
IO1809 2S/1P w. 16550 chips 39
IIEEE 1284 EPP/ ECP/ Parallel Port 32

STB 4-COM
4 Serial, 16 bit, 16550, support Com 1-8, IRQ (2,3,4,5,10,11,12,15) 99

8. KEYBOARD

FOCUS
FK2001 101 Click / 104 for Win'95 ..... 29/35
FK8000 101 w. Calculator 39
FK7200 101 Trackball 37

MICROSOFT
Natural Keyboard oem 69

NORTHGATE OMNI
*Omnikey Evolution/Glide Point ..... *(95)*

QTRONIX
Scorpius 104+ for Win'95: White / Black 23/24
Scorpius 105 32
Scorpius 105 Trackball 49

SIIG
Minitouch 81-key Click 45
Supertouch 101 Click 53
W104 (for Win'95) 29
Wintouch 104 39

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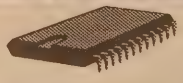
Antec 104: White / Black 21.50/39
BTC 5100 Key Mini (80-key) 35
EZ Key Natural Keyboard 39
Keytronic 104: White / Black ..... *(29)/45
Maxi 101 / Maxi 124 ..... 33/49
Mitsumi 104: model-R / model-ZW 29/16.50
Unikey Natural Keyboard 36

9. MEMORY



DIMM
4 x 72 - 60ns, 168-pin (32MB) 269
8 x 72 - 60ns, 168-pin (64MB) 509

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4 x 9 - 60ns (4MB) 32
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4 x 36 - 60ns (16MB, 72 pin) 109
8 x 36 - 60ns (32MB, 72 pin) 215
16 x 36 - 60ns 519
EDO 1 x 32 - 60ns (4MB) 23
EDO 2 x 32 - 60ns (8MB) 45
EDO 4 x 32 - 60ns (16MB) 95
EDO 8 x 32 - 60ns (32MB) 185
Non Parity : 1 x 32 - 60ns 23
Non Parity : 2 x 32 - 60ns 45
Non Parity : 4 x 32 - 60ns 95
Non Parity : 8 x 32 - 60ns 185
Non Parity : 16 x 32 - 60ns 459

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for AST Ascentia 950N
- 8MB / 16MB 115/165
for AST Ascentia J30 / J50
- 8MB / 16MB / 32MB 85/139/258
for AST Ascentia P30/ P50
- 8MB / 16MB 115/175
for Compaq Armada 4120 / 4130
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- 8MB / 16MB / 32MB 99/149/259
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PCMCIA Flash RAM Card
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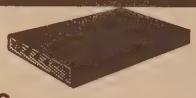
OTHERS
Memory for Laser Printer upgrades ..... Call

10. MODEM & FAX



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PCMCIA 33.6 w. AT& T chipset 125

BOCA

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SE14SRS 14.4 Sound Expression Int .... *(125)
SE34SRS 28.8 Sound Expression Int .... *(179)

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PCMCIA ISDN 325

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ESP Single Port ..... *(85)
Optima 33.6 v.34 Fax Int 239
Optima 288 v.34 Fax Voice Ext ..... *(199)
Optima 288 v.34 PCMCIA w. EZ jack ... *(185)
PC288HC 28.8 v.34 Fax, 230K DTE Int . *(219)
PC288MT 28.8 v.34 Fax Ext. ..... *(229)
PM288HC 28.8 v.34 Int ..... *(85)
PM336HC 33.6 Int 99
PM336MT 33.6 Ext 119

MAXTECH (GVC)
*28.8 Fax Int ..... *(65)*
N-XFVS 3361 33.6 v.34 w. voice full duplex speakerphone & TI chipset Int 85

MEGAHERTZ
*XJ1288 PCMCIA 28.8 ..... *(179)*
XJ4288M PCMCIA Fax, cellular w. Motorola cable . 249
*XJ4336 Cellular Ready 33.6 ..... *(225)*

MOTOROLA

SALE

BitSerfer TA210 ISDN Ext ..... *(249)
BitSerfer Pro ISA ISDN Int ..... *(298)
BitSerfer Pro ISDN Multilink PPP Ext 325
Modem Serfer 33.6 Int / Ext 129/145
Montana PCMCIA 33.6 ..... *(215)
Online Serfer 28.8 Fax Int / Ext ... *(119/129)
Premier 33.6 Modem Int / Ext .... *(179/199)
Voice Serfer 33.6 Int / Ext 149/165

MICROCOM
*Deskporte 28.8S V.34 Fax Ext ..... *(115)*
*Deskporte 28.8P V.34 Ext Parallel ..... *(165)*
Officeporte 33.6 Voice ASVD Ext 155

U.S.Robotics

SALE

Courier I-Modem #1 with Analog Int / Ext .. 295/355
Courier I-Modem #2 v.34 w. NT1 Int / Ext *(245)/335
Courier I-Modem #3 v.34 Int / Ext ..... 235/*(265)
*Courier V. Everything 33.6 Int / Ext ..... *(245/239)*
Courier PCMCIA 28.8 279
Sportster 14.4 Fax Void Modem Ext 69
Sportster ISDN 128k Int 245
Sportster 28.8 Win Modem Int 105
Sportster v.34 33.6 Fax for MAC 215
Sportster v.34 33.6 Fax/ Voice / Speaker Phone Int oem .. 119
Sportster v.34 33.6 Fax/ Voice / Speaker Phone Int reg .. 159
Sportster v.34 33.6 Fax/ Voice Mail/ Speaker Phone Ext .. 189
Sportster 56K Int / Ext 179/199
*Sportster PCMCIA Fax v.34 28.8 ..... *(199)*
Total Control Modem: Pool/8 2950
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WS-2814IS6W 28.8 Data/ Fax/ Voice Int 65

XIRCOM
*CM-28 28.8 Fax PCMCIA ..... *(179)*
CM-33 33.6 Fax PCMCIA 229

ZOOM
*28.8 v.34 14.4 Fax Int / Ext ..... *(99/125)*
*Comstar 28.8 Voice v.34 Tel Int ..... *(139)*
*33.6 Fax Modem Int ..... *(115)*

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*CommShare 550 Phone & Fax Auto-switch ..... *(69)*
*CommShare 750 4 Port Switching ..... *(89)*
SUPRA EXPRESS 33.6 Fax PNP & Voice Int oem ... 85

11. MONITOR

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HR-1434 14" 1024 x 768 .28 NI 195
HR-1508+ 15" 1280 x 1024 .28 NI 285
HR-1708 17" 1280 x 1024 .28 NI 535

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CM600U 17" Flat 1280 x 1024 .28 NI, 60hz 525
CM611U 17" 1600 x 1280 .22 NI, 69hz 679
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CM2011M 20" 1600 x 1200 .28 NI 1165
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CM803U 21" 1800 x 1440 .22 NI, 77hz 1889

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G41T 14" Touch Monitor .28 895
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G200 20" 1600 x 1200 .28, 60hz 1385
P200 20" 1600 x 1280 .31, 60hz 1785
P201 20" 1600 x 1200 .26mm, 85hz 2445

IIYAMA

SALE

MF-8617E 17" 1600 x 1200 .26, 69hz, NI .. 579
MT-9017E 17" 1600 x 1200 .25, 72hz, NI .. 699
MF-8221E 21" 1600 x 1280 .22, 76hz, NI . 1345
MT-9021E 21" 1600 x 1280 .30, 76hz, NI . 1375

MF-8515G 15" 1280 x 1024 .28 NI 339

JFTON (NEC oem)
TE-760 17" 1280 x 1024 .28 NI 499

KFC
*CA1515DS 15" Flat 1280 x 1024 .28 ..... *(319)*

KOMODA (2 yr warranty)
*H40 14" 1024 x 768 .28 NI, Digital ..... *(185)*
H51 15" 1280 x 1024 .28 NI, Digital 255
H73 17" 1280 x 1024 .28 NI, Digital 459

MAG
*DX15T 15" 1280 x 1024 .26 NI ..... *(359)*
DJ700 17" 1280 x 1024 .26 NI 595
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XT-4888 14" 1024 x 768 .28 195
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NANAO
FX-C5 17" 1280 x 1024 .26 NI 759
FX-C6 17" 1280 x 1024 .26 NI 839
T2.17TS 17" 1280 x 1024 .25, Diamondtron 899
TX-C7S 17" 1600 x 1200 .25, Trinitron 999
T2.20 20" 1600 x 1280 .30 NI, Trinitron 1759
FX2.21 21" 1600 x 1280 .26 2865

NEC
C500 15" 1280 x 1024 .28, plug & play 359
*M500 15" 1280 x 1024 .25 NI ..... *(369)*
XV15 Plus 15" 1024 x 768 .28 369
*M700 1280 x 1024 .25 NI ..... *(759)*
P750 17" 1600 x 1200 .25 889
*XV17 Plus 17" 1600 x 1200 .28 NI ..... *(699)*
E1100 21" 1600 x 1200 .28 NI 1545
P1150 21" 1600 x 1200 .25, 75Hz 1969
XM3750 37" 1024 x 768 Multimedia Monitor 5475
XP3778 37" 1280 x 1024 Data Monitor 7795

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*447L 17" 1024 x 768 .28 NI ..... *(645)*
*447Xi 17" 1600 x 1280 .25 NI ..... *(845)*
445Xi 21" 1600 x 1200 .26 NI 1699

OPTIQUEST
V655 15" 1280 x 1024 .28 NI, Digital 329
V775 17" 1600 x 1200 .26 NI 625
2082DC 20" 1600 x 1200 .28 1199

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*P47 Pro 17" 1600 x 1280 .25 NI ..... *(725)*
S17 17" 1024 x 768 .27 599
*P24 Pro 24" 1800 x 1440 .28mm ..... *(1675)*
S21 21" 1600 x 1280 .25 NI 1495

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EO70 17" 1280 x 1024 .28 NI 525
EO75 17" 1600 x 1280 .26 NI 619

PROTON
GM1764 17" Flat 1280 x 1024 .28 NI 525

SAMSUNG
17GLi 17" 1280 x 1024 .28 NI, at 60Hz 545
*17GLSi 17" 1600 x 1200 .26 NI, at 68Hz ..... *(649)*
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P531 15" 1280 x 1024 .28 NI, Digital 275
P73A 17" 1280 x 1024 .26 NI, Digital 499
LCD PANEL: (1 yr warranty)
CD-1011S 11.3" DSTN, 640 x 480 899
CD-1111S 11.3" DSTN, 800 x 600, 64k color 999
CD-1112T 12.1" TFT, 800 x 600, 256k color 1895

SHAMROCK
SRC-1407 14" 1024 x 768 .28 NI, Digital 209
SRC-1502L 15" 1280 x 1024 .28 NI, Digital 269
SRC-1703LD 17" 1280 x 1024 .28 NI, Digital 499
SRC-705 17" 1600 x 1280 .26 NI, Digital 549
*SRC-2102L 1600 x 1280 Ni ..... *(1125)*

SONY
CPD-100SF 15" 1280 x 1024 .25, 60hz 369
CPD-100SX 15" 1280 x 1024 .25, 60hz 409
*17SEII 17" 1600 x 12000 .25 NI, plug & play .. *(899)*
CPD-200SF 17" 1280 x 1024 .25 NI, 75hz 769
CPD-200SX 17" 1280 x 1024 .25 NI, 60hz, PNP 675
20SEII 20" 1600 x 1200 .25 NI 1799
CPD-300SFT 20" 1280 x 1024 .30, 80hz 1575

TVS
9" 1024 x 768 VGA Mono 119

*(price) ..... SPECIALS, while supplies last

LARGEST SELECTION IN THE BAY AREA

MONITOR CD NETWORK NOTEBOOK

ViewSonic

E641 14" 1024 x 768 .28 NI 235
E655 15" 1024 x 768 .28 NI 319
*15GA 15" 1280 x 1024 .28 NI, built-in speakers . *(389)*
15GS 15" 1024 x 768 .28 NI 359
17EA 17" 1280 x 1024 .28 NI, plug & play 599
*17GA 17" 1280 x 1024 .27 NI, plug & play .... *(639)*
17GS 17" 1280 x 1024 .27 NI 579
*17PS 17" 1600 x 1280 .25 NI, PnP, TCO ..... *(675)*
GT770 17" 1280 x 1024 .25 669
*PT770 17" 1600 x 1280 .25 ..... *(699)*
PT775 17" 1600 x 1280 .25, Sonictron 895
*G800 20" 1600 x 1280 .28 NI ..... *(1035)*
GT800 20" 1600 x 1280 .30, Sonictron 1129
*G810 21" 1600 x 1280 .30 ..... *(1349)*
*P810 21" 1600 x 1280 .25 ..... *(1415)*
*P815 21" 1800 x 1440 .25 NI ..... *(1599)*
*PT813 21" 1600 x 1280 ..... *(1565)*
*29GA 29" 1280 x 1024 .75 stripe pitch ..... *(2035)*

WYSE

WY-15E 15" 1280 x 1024 .28 NI 399
WY-17E 17" 1280 x 1024 .28 NI 645
WY-17PS 17" 1280 x 1024 .25 NI 825
WY-55 Terminal 14" Amber/ Green/ White .... 275 ea.
WY-60 Terminal 14" Amber/ Green/ White .... 359 ea.
WY-65 Terminal 14" Amber/ Green/ White .... 345 ea.
WY-150 Terminal 14" Amber/ Green/ White .... 325 ea.

12. MOTHERBOARD

ASUS (w/o cpu)

P55T2P4 586-200, PCI, 512k, Burst SRAM 159
P55TVP4 586-200Mhz, PCI, T3, 256k Burst SRAM. 139
P6NP5 Pro 200Mhz, w. IDE I/O & 440FX chipset .. 249
P65UP5 Pro 200Mhz, dual Pentium® slots 545
XP55T2P4 586-200, PCI, ATX, 512k Burst SRAM .. 165
TX97 512k,, TX chipset, w. Dimm socket 185
TX97X ATX, 512k, w. sound 219

DFI (w/o cpu)

G586IPV P-200, 4PCI, 3ISA 256k 139
G586IPC P-200, ECC & Parity supported 175
G586VPS Pro-200Mhz, 256k, 4PCI, 4ISA 179

FIC (w/o cpu)

PA-2005 586-200, 256k, IDE I/O, VIA chipset 119
PT-2006 586-200, 512k, T3, IDE I/O 125
PT-2200 586-200, 512k, T2, IDE I/O 135
VT-501 586-200, 256k, T3, IDE I/O 109

intel. (w/o cpu)

Mari 586-200Mhz, 256k, ATX 135
PR440FX P-200Mhz, dual Pentium® slots 649
Venus Pro-200, IDE I/O, w. 440FX oem / reg .. 209/299
Venus Pro w. USB oem 259
Tucson II P-200Mhz, 512k, ATX, & sound 199

J-BOND (w/o cpu)

PCI500C-H2: P-200, 256k, EIDE, 430VX 115
- w. AHA-2940 SCSI on board, 256k 195
PCI500C-G2: P-200, 4PCI, EIDE, 430VX, 256k 125
PCI500C-G2: P-200, 4PCI, EIDE, 430VX, 512k 135
- w. AHA-2940UW SCSI on board, 512k 275
PCI600A: Pro-200, 4PCI, IRDA, 440FX 245
- w. AHA-2940UW SCSI on board 385

M-TECH (w/o cpu)

486-DX2-66 256k VESA, 30-pin & 72-pin 99
486-DX4-133 256k PCI, 30-pin & 72-pin 115
586-200Mhz 256k w. Burst SRAM, T2, IDE I/O ... 145
586-200Mhz 256k Burst SRAM, T3, IDE I/O 125
Mustang-R534 586-200Mhz, 512k, w. IDE I/O 169

SUPERMICRO USA (w/o cpu)

P55CMS 586-90 / 200 256k, PCI, built-in IDE I/O
- w. Burst SRAM 256k / 512k 175/189
P5MMA ATX, 512k, TX chipset 189
P5MMS 512k, TX chipset 189
P5STE 586-166 256k, PCI, EIDE I/O, T2, 512k..... 189
*P6DNF Pro 200Mhz, dual Pentium® slots, w. IDE I/O & 440FX chipset ..... *(449)*
P6DNE Pro 200Mhz, dual Pentium® slots 399
P6DNH Pro 200Mhz, dual Pentium® slots, w. IDE I/O & 440FX chipset 1025
P6SAS Pro 200Mhz, 2940UW, ATX 355
P6SNE Pro 200Mhz, w. IDE I/O & 440FX..... 279
P6SNS Pro 200Mhz, w. 2940UW 369
P6SNA Pro 200Mhz, ATX 279

TYAN (w/o cpu)

1470 Titan VX w. 256k Pipeline cache 155
- upgrade 256k cache ..... add 20
1472 Titan VX w. 256k Pipeline cache, ATX 159
1563S Tomcat III P-200, 512k, 430HX 175
1563D Tomcat III P-200, 512k, dual 239
1570 w. 512k, 430TX chipset 185
1572 w. 512k, 430TX chipset, ATX 189
1662S Titan Pro-200, 3ISA, 5PCI, 440FX 279
1662D Titan Pro-200, dual, 440FX 425
1668D Titan Pro-200, dual, ATX 429
1672S Tacoma Pro-200, 440FX, ATX 275

13. MOUSE & JOYSTICK

KENSINGTON

Expert Bus 5.0 115
*Expert Serial & Trackball 5.0 ..... *(89)*
*Mouse in a Box ..... *(29.95)*
*Thinking Mouse (Serial & PS/2) ..... *(59)*

LOGITECH

Cordless Mouseman 96 / Pro 69/75
Mouseman 96 / Mouseman Bus..... 52/64
Mouseman Sensa 29
Serial Combo PC & PS/2 oem / reg 32/45
Trackman Live Cordless 125
Trackman Marble for Win'95 oem / reg 59/82

Microsoft

Ballpoint Mouse 2.0 (for notebook) 69
Bus 2.0 400dpi w. Bus Card oem / 5-Pack..... 65/325
Easyball w. Freddi Fish CD 49.95
Home Mouse Serial..... 29
IntelliMouse 3.0 for Win'95 ($20 Rebate) / 5-pk... *(69)/275
PS/2 2.0 (round connector) oem / reg 35/59
Serial 2.0 400dpi oem / reg 29/55

MOUSE SYSTEMS

Mousel Serial w. Pad 19
Omni Mouse (new version) 26
PC Mouse III (3-button optical) 49.50
PC Trackball II 39.95
ProAgio (5-button serial) 39
Serial Bus Card (9IROs) - 5 com. 29

NEC

2-button King Mouse 24

QTRONIX

Libra 90 Pro Trackball 39
Opto-Mechanical Mouse 7.50

OTHERS

AGILER ATB-610 Serial Trackball..... 19.95
AGILER Bus Mouse 23
ANCER 3-button Black 19
*ANTEC Serial Mouse ..... *(6.95)*

JOYSTICK :

C.H. PRODUCTS

Flight Stick Pro 53
Pro Pedals 79.95
Virtual Pilot Pro (Yoke) 75

LOGITECH

Wingman Extreme oem / reg 39/47
*Wingman Standard w. free CD ..... *(29)*

MICROSOFT

Side Winder 1.0 29
Side Winder 3D Pro 67
Side Winder Game Pad 39

QTRONIX

Orion 90 (joystick) 17
Orion 95 (game pad) 9.50

THRUSTMASTER

ACM Gamecard 29.95
F-16 FLCS 125
F-16 TQS 129
Flight Control System MK II / w. US Navy Fighters .. 65/79
Flight Control System Pro 108
Formula T2 119
Rudder Control 109
UPROM 29.95
Weapon Control MK II 109
Wizzard (pinball controller + Royal Flush CD) 39
XL Action / w. EF2000 game 28/33.95

OTHERS

*Cobra (by Mouse Systems) ..... *(9.95)*
*Command Pad (by Quickshot) ..... *(5.99)*
CyberFlight Joystick + Dark Forces 39
Cyclone 3D 43
Dexxa Control Pad w. CD games 18
*Game Card (add-on) ..... *(7.95)*
Game Gun + Crime Patrol 39
Gravis Eliminator Game Card 2 Port 19.99
Gravis Game Port Y Splitter ..... 9.95 ea.
PC Gamepad / Pro 19.95/29
Power Ramp (10-in-1 gamdpad) 49.95
Walt Disney Mouse Pad ..... 4.99 ea
- 101 Dalmations - Mickey Mouse
- Pocahontas - Timon & Pumbaa
- Toy Story - Winnie the Pooh

Warner Brothers Mouse Pad ..... 5.99 ea
- Bugs Bunny - Daffy Duck
- Homer Simpson - Marvin the Martian
- Tasmanian Devil
- Tweety & Sylvester
- Wile E Coyote

14. NETWORK

Government & Education Pricing
Please Call!

3Com

*3C250A FMS 100BaseTX Fast 12 Port HUB .. *(1295)*
*3C509B TPO oem ..... *(59)*
*3C509B TP+AUI oem ..... *(75)*
3C509B-TPC (TP + BNC) oem / reg ..... *(79)/115
3C509B Combo oem / reg / 5-Pack 94/119/525
3C515-TX Fast 10/100 ISA oem / reg..... 135/145
3C562D PC-Card Modem 33.6 + Lan TPO 299
3C562D PC-Card Modem 33.6 + Lan Combo 339
3C589D PCMCIA TP / 5-Pack ..... *(139)/675
3C589D PCMCIA Combo / 5-Pack..... *(179)/875
3C597-TX EISA 10/100 TP 239
*3C862 Impact ISDN U-Interface (w. NT1) Int .. *(345)*
*3C882 Impact IQ ISDN with V.32bis Ext ..... *(335)*
3C900 PCI TPO oem / reg..... *(69)/115
3C900 PCI Combo oem / reg..... *(99)/135
*3C905-TX PCI 10/100 TP oem / reg ..... *(79/99)*
3C16170 Link Builder (12TP) 325
*3C16400 Superstack II 12 Port Switch Hub ..... *(395)*
*3C16670A Superstack II 12 Port Hub..... *(469)*
*3C16671A Superstack II 24 Port Hub ..... *(825)*
*3C16700 TPO Office Connect HUB (8TP) ..... *(119)*
*3C16701 TPC Office Connect IIUB (8TP + BNC) .. *(149)*
3C16710 TPM Office Connect Hub + Management 459
*3C16720 Office Connect 100 HUB 8 Port ..... *(665)*
*3C16730 Office Connect 10/100 Switch 4TP 1 Fast .. *(875)*
3C16901A Switch 1000 12 Port 1 Fast 2095
*3C16900A Switch 1000 24 Port 1 Fast ..... *(2650)*
3C16941A Switch 3000TX 8 of 100TX Port 4195
LANPLEX products ..... call

adaptec

*ANA-6901 32 PCI Full Duplex TP / Combo .. *(85/99)*
ANA-6904 32 PCI 4-Port Full Duplex TP 399
ANA-6910TX PCI Fast-TX, 32 bit bus mastering .. 175
ATM 25.6Mb/s PCI with 128k / 512k..... 299/389
ATM 155 Mb/s 512k PCI UTP 725
*EM525 Ethernet 16 Combo ..... *(69)*
*EM932 EISA 32 bit Coax / TP ..... *(198/199)*

ALLIED TELESYN

MR820TR MicroHub 8 Port (8TP + AUI + BNC).. 125
MX26F Fiber Optics Transceiver 145
MX40F Fiber Optics Transceiver 139
Workgroup Hub 3012TR 12 Port (12TP+AUI+BNC) ... 199
Workgroup Hub 3016TR 16 Port (16TP+AUI+BNC) ... 239
Workgroup Hub 3024TR 24 Port (24TP+AUI+BNC) ... 259

ARTISOFT

*Corstream Server 5-user (8340)..... *(199)*
I-Share 2.0 (internet for Lantastic) 179
Lantastic 7.0 for Single - CD / FD 85/89
Lantastic 7.0 10-user - CD / FD 355/359
Lantastic 7.0 1-user Add On 129
Lantastic 7.0 Starter Kit 2-user - CD+FD..... 249
Lantastic 7.0 Unlimited User - CD 725
Lantastic PowerSuite :
- 1 / 5 / 10 / 25-user 149/599/1075/2295
- conversion for 1 / 5 / 10-user 89/345/595

NR-Pro 2000A Combo / 10-pack 85/755
NR-Pro 2000T TP / 10-pack 79/625

ASANTÉ

*10T HUB 8 Port (8TP + 1BNC) ..... *(115)*
*10T HUB 12 Port (12TP + 1BNC + 1AUI) ... *(219)*
*Fast 100BaseTX 12 Port Hub, stackable ..... *(1475)*
*Fast 100BaseTX 12 Port PNP ..... *(1195)*
*FriendlyNet 5 Port Hub TP ..... *(69)*
*FriendlyNet 8 Port Hub TP ..... *(79)*

ASCEND

*P25-IU-FX: ISDN Pipeline 25 + 4 Ethernet..... *(455)*
*P25-IU-PX: ISDN Pipeline 25 + IP Routing .... *(525)*
*ISDN Pipeline 50 w. UBRI ..... *(599)*
- w. Secure Firewall P50 ..... add 350
*ISDN Pipeline 75 w. UBRI..... *(675)*
- w. Secure Firewall P75 ..... add 350
*ISDN P130-UBRI-FT1 ..... *(1295)*
- w. Secure Firewall P130 ..... add 690
MAX200+ (M201 - 4BRIU) 2975
*MAX1800 (MX18 - 8BRIU) ..... *(4995)*

Bay Networks

AT2202001 Bay Stack 100BT 12 Port 1595
CG1001E01 Bay Stack 12 Port 599
CG1001E02 Bay Stack 24 Port 975
Lattislink 2800A: 16TP + 1AUI..... 559
Lattishub 2803: 16TP + 1AUI Stackable 599
Lattisswitch 28115R 10/100 TP 16 Port 7795

CASTELLE

FaxPress 1500N Ether 1 Line for NW & NT 1995
Office Connect Ether 2P Printer Server 359
Office Connect Ether 1 Line Fax Server 1195

CHEYENNE

*Arc Serve 6.0 for Win - 5 to 25-user (netware).... *(395)*
- upgrade Workgroup edition 239
Arc Serve 6.0 for Win - 50 to 1000-user..... 1095
- upgrade Workgroup edition 415
Arc Serve 6.0 for Win NT Single Server 465
Arc Serve 6.0 for Win NT Enterprise 799
Arc Serve 6.0 for Win NT Workstation 185
Arc Serve for Mac - 5 / 20-user 159/309
Arc Solo Backup s/w for Dos / for Win 119/118
Fax Server NLM 3.01 - 5 / 10 / 25-user ... 355/639/999
Inoculan for Netware Server 4.0 Unlimited 585
Inoculan for Win'95 (Anti-Virus)..... 45
Inoculan for Win NT Workstation Client..... 46
Inoculan for Win NT Single Workstation..... 59

CISCO

CPA-2514A Router 2250
CPA-202 Personal Office ISDN - BRI w. NT1..... 425
CPA-751 ISDN BRI 625
CPA-751RO ISDN BRi Remote Office 995

CNet (Advanced Network)

930 PCI PNP Full Duplex 39
2000E+ PNP ISA Combo 28
4020ERP 2 Port Coax Repeater..... 165
*8800TPC HUB: (8TP + BNC) ..... *(79)*
*8846TPC HUB: (16TP + BNC) ..... *(165)*

DANPEX

*2900P2 PCI Combo ..... *(39)*
3270 Emulation for PC / for PS/2 ..... 175/195
5250 Emulation for PC / for PS/2 ..... 199/235
6200P2 PCMCIA (type II) BNC+TP..... 115

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* Email server / Proxy server
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**(price) ..... SPECIALS , while supplies last*

http://www.centralcomputer.com for update price & catalog

15. NOTEBOOK / DESKTOP / PALMTOP

ACER

AcerNote Light Multimedia 374+: P-133, 16MB, 1GB, 10X CD, 11.3" TFT 2795
Nuovo 971: P-133Mhz, 16MB, 1.3GB, 6X CD, 28.8 modem, 11.8" TFT 3495
Nuovo 972: P-133Mhz, 16MB, 1.3GB, 6X CD, 28.8 modem, 11.3" DSTN 3095
Nuovo 975: P-166MMX, 32MB, 2GB, 10X CD, 33.6 modem, 12.1" TFT ..... Call

ALCOM (Samsung oem)

FX-220: P120, 16MB, 1GB, 11.3" DSTN 1675
FX-250: P133, 16MB, 1.3GB, 10X CD, 11.3" DSTN 1945
XL-322: P120, 16MB, 1GB, 10X CD, 12.1" TFT ... 2565
XL-353: P133, 16MB, 1.3GB, 10X CD, 12.1" TFT . 2645
XL-380: P150, 32MB, 2.1GB, 10X CD, Li-Ion, 12.1" TFT 3295

AST (1 yr warranty)

Acentia J50/P133: 8MB, 800MB, 10.4" TFT 1895
Acentia P50/P133: 8MB, 1.2GB, 4X CD, 11.3" DSTN... 2799

CHEM USA

ChemBook 6800:
16MB, 1GB, 8X CD, 12.1" DSTN,
3 PCMCIA slots,
- P100/ 133/ 166/ 200 ...
...1895/1945/2095/2295
ChemBook 6800:
16MB, 1.3GB, 8X CD, 12.1" TFT,
- P133Mhz / P166Mhz / P200Mhz ... 2599/2799/2999
- Internal Battery / External Battery 85/175
ChemBook 9750: 16MB RAM, 1GB, 8X CD removable 12.1" DSTN, video jack,
- P100Mhz / P133Mhz 1895/1945
- P166Mhz / P200Mhz 2095/2295
- upgrade (for 9750) to 12.1" TFT ..... add 700
Chembook 9750: 16MB RAM, 2GB, 8X CD, 12.1" TFT, Lithium Ion Battery, - P166Mhz / P200Mhz 3145/3345
- w. P166MMX / P200MMX 3199/3495
- w. 32MB RAM built-in ..... add 150
- upgrade (fr. 12.1" TFT) to 13.3' TFT ..... add 575
With Win'95 loaded ..... add 90

DIGITAL EQUIPMENT

HiNote VP545: P-150MMX, 16MB RAM, 1.4GB, 6X CD, 12.1" TFT 3995

EVEREX

48 hr. nationwide manufacturer direct service
StepNote MX133: 16MB RAM, 1.3GB, 10X CD, Win'95, MS Bundle,
- w. 12.1" DSTN / 13.3" TFT 1795/2295
Upgrade to 2.1GB HDD ..... add 165

FUJITSU

Lifebook 530T: P133, 16MB, 1GB, 6X CD, 11.3" TFT .. 2695
Lifebook 555T: P150, 16MB, 1.9GB, 6X CD, 12.1" TFT . 3450
Lifebook 635T: P133, 16MB, 1.3GB, 28.8 modem, 12.1" TFT 3350
*Lifebook 655TX: P150MMX, 16MB, 1.3GB, 33.6 modem, 12.1" TFT ..... *(3895)*
Port Replicator Enhanced Unit for 635 & 655 355

HITACHI

C-133T: P133, 8MB, 1GB, 8X CD, 28.8 modem, 12.1" TFT 1965
E-133DC: P133, 16MB, 1GB, 8X CD, 11.3" DSTN . 1575
E-133TC: P133, 16MB, 1GB, 8X CD, 11.3" TFT .. 1999
MX-133T: P133, 16MB, 1.3GB, 8X CD, 33.6 modem, 12.1" TFT 3595

HP

we're Authorized VAR

LAPTOP:

Omnibook 800CS/100 (F1171A): 16MB RAM, 772MB, 10" DSTN 2395
Omnibook 800CT/133 (F1175A): 16MB RAM, 1.3GB, 10.4" TFT 3195
Omnibook 5500CT/133 (F1321A): 16MB RAM, 1.35GB, 16-bit Sound, 12.1" TFT 3195
*Omnibook 5500CTS/120 (F1324A): 16MB RAM, 1.3GB, 16-bit Sound, 10.4" TFT ..... *(2295)*
*Omnibook 5500CTS/133 (F1320A): 16MB RAM, 2GB, 16-bit Sound, 12.1" TFT ..... *(3495)*
Upgrades: 10X CD Rom (F1347A) for 5500 365

DESKTOP:

** monitor sold seperate **
*Vectra VL4/133 (D4660B): P-133Mhz, 2.5GB, 16MB, Mini-Tower ..... *(1295)*
Vectra VL5/166MT (D4579A): P-166Mhz, 16MB RAM, 2.5GB HDD, 8X CD, HP Keyboard & Mouse 1795
Vectra VE3/133 (D4074A): P-133Mhz, 8MB, 1.08GB, HP Keyboard & Mouse 950
Vectra XU6/200 (D4349N): P-200Mhz, 32MB RAM, 2GB, SVGA 2MB, Ethernet 10/100, 8X CD, HP Keyboard & Mouse 3695

PALMTOP:

200LX 80 column 2MB (F1061A) 459
200LX 80 column 4MB (F1216A) 549
300LX 2MB, 640 x 240 (F1220A) 465
320LX 4MB, 640 x 240 (F1321A) 645

IBM

TP365X: P-133Mhz, 8MB, 1.08GB, 11.3" DSTN .. 1955
TP365XD: P-133, 8MB, 1.35GB, 4X CD, 11.3" TFT 2695
TP560: P-133Mhz, 8MB, 1.08GB, 12.1" TFT 4195
TP760ED: P-133, 16MB, 2.1GB HDD, 6X CD, 12.1" TFT 5295

TP760EL: P-120Mhz, 8MB, 1.08GB, 12.1" DSTN . 2395
TP760EL: P120Mhz, 8MB, 1.08GB, 12.1" TFT 3395
TP760EL: P-133Mhz, 16MB, 2.1GB, 12.1" TFT.... 4585
TP760EL: P-133Mhz, 32MB, 2.1GB, 12.1" TFT.... 5385

KEYTECH USA

SC9000: 256k, 2MB PCI video RAM, MPEG s/w, 8X CD, 16-bit sound, battery 2 hrs., 16MB, 1.08GB, w. 12.1" DSTN :
- P120Mhz / P133Mhz 1995/2025
- P166Mhz / P200Mhz 2175/2385
w. 12.1" Active Matrix Color :
- P120Mhz / P133Mhz 2425/2455
- P166Mhz / P166MMX 2599/2645
- P200Mhz 2799

MAXTECH

753TS: 8MB RAM, 1.3GB, 8X CD, 11.8" TFT, support TV video, w. P133Mhz / P166Mhz 2125/2295
Upgrade to 12.1" TFT ..... add 280

PANASONIC

CF-61: P-150, 16MB, 2.1GB, 6X CD, 12.1" TFT ... 5275

RIX

AP6400: 16MB, 1.3GB, 11X CD, 12.1" TFT,
- P133Mhz / P166Mhz / P200Mhz 2495/2695/2895
Upgrades: - 32MB built-in ..... add 125
- w. Win'95 loaded ..... add 90

SCEPTRE

S3900: 8MB, 1GB HDD, 11.3" DSTN, Win'95,
- P100Mhz / P133Mhz / P150Mhz ... 1549/1699/1789
S4000: 8MB, 1GB, 10X CD, 12.1" TFT, Win'95, Li-Ion,
- P100Mhz / P133Mhz / P150Mhz ... 2495/2655/2735
Upgrades: - 1.3GB HDD / 2GB HDD ..... add 95/250
- w. 16MB built-in ..... add 75
- w. 32MB built-in ..... add 195

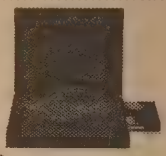
SOTEC

" Ultra Light Weight (4.4lbs on main unit) "
P-133Mhz, 11.3" TFT, 256k Burst SRAM, 6X CD, SVGA 1MB, 16MB EDO, 1.44 Removable FD, Triton, 10BaseT Lan port, 16-bit sound, retractable stereo speakers w. Sub-Woofer:
- with Toshiba HDD 1GB / 1.3GB 3195/3275

TOSHIBA

Portege 650CT: P-133Mhz, 16MB, 1.3GB, 28.8 modem, 11.3" TFT 3695
Portege 660CDT: P-150Mhz, 16MB, 1.35GB, 10X CD, 28.8 modem, 11.3" TFT 4795
Satellite 110CS: R-100, 8MB, 810MB, 11.3" DSTN . .1285
Satellite 110CT: R-100, 8MB, 810MB, 11.3" TFT 1785
Satellite 200CDS: P-100Mhz, 8MB, 810MB, 6X CD, 11.3" DSTN 1595
Satellite 420CDS: P-100Mhz, 8MB, 810MB, 6X CD, 11.3" DSTN 1795
Satellite 420CDT: P-100Mhz, 8MB, 1.3GB, 6X CD, 11.3" TFT 2495
Satellite 425CDT: P-100, 8MB, 810MB, 6X CD, 11.3" TFT 2295
Satellite 430CDS: P-120, 16MB, 1.26GB, 10X CD, 11.3" DSTN 2165
Satellite 430CDT: P-120, 16MB, 2.02GB, 10X CD, 11.3" TFT 2695
Tecra 720CDT: P-133Mhz, 16MB, 1.2GB, 6X CD, 12.1" TFT 4795
*Tecra 730CDT: P-150Mhz, 16MB, 2.1GB, 6X CD, 28.8 modem, 12.1" TFT ..... *(4995)*
Tecra 740CDT: P-166MMX, 16MB, 2.1GB, 10X CD, 28.8 modem, 13.3" TFT 6695

TWINHEAD



Slimnote 700C:
11.3" DSTN, 1GB, Win'95, 16MB RAM,
- P-100Mhz / P-120Mhz .
..... 1399
Slimnote 700T:
11.3" TFT, 1.2GB, Win'95, 16MB RAM,
- P-133Mhz 1850
Slimnote 700 Docking Unit
w. 6X CD 475
Slimnote 9133V: P-133, 11.3" DSTN, 1.3GB 16MB RAM, 10X CD, Win'95 2099
- w. built-in modem ..... add 175
- w. 16MB RAM add-on ..... add 225
- w. 11.3" TFT ..... add 426
Slimnote 9133T: P-133, 12.1" TFT, 10X CD, 33.6 modem, Win'95,
- w. 1.3GB HDD / 2.1GB HDD 2999/3185
Slimnote 9150T: P-150, 12.1" TFT, 32MB RAM, 2.1GB, Win'95, 10X CD, ... 3499
Upgrade: Lithium Ion Battery ..... add 100

US ROBOTICS

Palm Pilot Personal 512k 279
Palm Pilot Prof. 1MB 369
*Pilot 1000 Pocket Organizer ..... *(199)*
*Pilot 5000 Pocket Organizer ..... *(235)*
*- 1MB upgrade ..... *(99)*
- Cable for MAC 25
- Pen 3-pack 7.95

ACCESSORIES

Kensington: MicroSaver 39.95
Port: DEFCOM I (motion-sensor) 49
Targus: Carrying Case ..... from 29.95

Notebook Memory see Cat.#9 (pg.2)

NETWORK (con't)

*7000P3 32bit VLB Combo ..... *(75)*
*9400P3 32bit PCI Combo (DEC, full duplex) .... *(69)*
*EN-1600 16 Port HUB R.M. ..... *(475)*
EN-2400 24 Port HUB R.M. 335
ER-200 2-port Repeater Coax 185
ER-400 4-port Repeater Coax 299
ET-510 Translator (UTP to AUI) 107
ET-509 Translator (UTP to BNC) 109
*FE-1000TX ISA 10/100BaseTX ..... *(98)*
*FE-1400TX PCI 10/100BaseTX ..... *(99)*
*Print Server (2P 1S) NW / Unix / Appleatlk .... *(235)*
TR-4016 Token Ring ISA 269

DIGI INTERNATIONAL

IMAC Bridge 1 ISDN 1165
IMAC Bridge Dual IMAC 1595
PC IMAC - ISA: Server, 1 ISDN 525
PC IMAC / 4-1: Multi-ISDN Expansion 665

FARALLON

Mac & PC Connection products ..... Call

FRONTIER

Super TCP / SuperWeb ..... Call

FUJITSU

PCMCIA Ethernet TP 135
PCMCIA Ethernet Combo 179
PCMCIA Ethernet TP + SCSI 295

HEWLETT PACKARD

Advanced Stack 8 Port HUB (J2610B) 245
*Advanced Stack 24 Port HUB (J2601B) ..... *(799)*
Advanced Ethernet Hub 8E (J3128A) 185
J2550B Jet Direct TP 299
J2552B Jet Direct Combo 345
J2573A 10/100 VG Selectable ISA 169
J2585B 10/100 VG Selectable PCI 135
J2590A Jet Direct EX Plus 3 for 100VG 549
J2591A Jet DirectEX Plus Combo 295
J2593A Jet DirectEX Plus 3 Combo 439
J2980A Advance Stack 10/100 Lan Switch-16 5295
J3200A Advanced Switching 12 Port 425
*J3201A (J3200A) + SMNP (J3210A) ..... *(499)*
J3202A Advanced Switching 24 Port 825
*J3203A (J3202A) + SMNP (J3210A) ..... *(899)*

NETSERVER :

We are Authorized Reseller of HP SERVER

D4311B LX Pro 6/200 13499
D4840A LH Pro 6/200 5799
D4877A E30 5/166 2199
D4933A E40 6/200 Pro 2650
D4946A LD Pro 6/180 4245

IBM

Token Ring 16/4 Turbo ISA (72H3482) 245
Token Ring PCMCIA 16/4 Auto 349

intel.

EILA 8225 EtherExpress 32 Flash EISA Combo 219
*EILA 8265 PRO/100 for EISA ..... *(199)*
MCLA 8120 MCA TP 175
*PILA 8465B PRO/100 PCI TP oem / 5-Pack. *(69/425)*
*PILA 8520-TPO PRO/10 PCI oem / 5-Pack *(64/345)*
*PILA 8500 PRO/10 PCI Combo oem ..... *(85)*
*- 5-Pack ..... *(425)*
EtherExpress Pro 10 bit cards :
*- PCLA 8200 BNC +AUI +TP oem / reg. ... *(89/105)*
*- PCLA 8210 BNC+TP oem / reg / 5-Pk. *(69/95/385)*
*- PCLA 8220 TP oem / reg / 5-Pack ..... *(59/89/345)*
- PCLA 8205 Flash BNC+AUI+TP 135
- PCLA 8215 Flash BNC + TP 125
- PCLA 8225 Flash TP 115
*EC100TX Stackable 12 Port 100 TX Hub ..... *(1195)*
ES100-TX Switching Hub 3395
LANdesk Virus Protect 4.0 945
LANdesk Workgroup Manager 25 Node (LEWMV10) ... 559
Netport Express Pro (PCLA 3151) Int 295
Netport Express Pro/100 (PCLA 2451) Ext 359

LANPRO

*EN2000PXA PNP Full Duplex Combo ..... *(29)*
*- w. Novell Personal Netware ..... *(54)*
EN5100 PCI Combo 79
*EN5200PX PCI Combo ..... *(39)*
EP3020A Pocket Combo 99
Fast 100 HUB 8 Port / Stackable ..... *(459)/499
Fast 100 HUB 12 Port 699
*HUB : 5 Port (5TP) ..... *(65)*
*HUB : 8 Port (8TP + BNC) ..... *(79)*
*HUB : 16 Port (17TP + 2AUI + 2BNC) ..... *(189)*
SD200 2 Port Easy Switch 10 BT & 100TX 445

MEGAHERTZ

*XJ10BT PCMCIA Ethernet TP ..... *(125)*
*XJ10BC PCMCIA Ethernet Combo ..... *(165)*
XJEM 3336T Modem 33.6 + Lan TP 299
XJEM 3336C Modem 33.6 + Lan Combo 325

MICRODYNE (Eagle)

*EH800E 8 Port HUB ..... *(119)*
*EH1200E 12 Port HUB ..... *(175)*
*NE 10/100 ISA ..... *(89)*
NE 10/100 PCI 119
*NE2000+ TP / 5 pack ..... *(75/329)*
*NE2000+ Combo / 5 pack ..... *(85/399)*
*NE2500 Combo, plug & play oem ..... *(45)*
*NE5500 32 bit PCI Combo ..... *(109)*

MICROTEST

CD-Now for Netware: 25-user / 50-user 489/695
Disc View Pro 265
Disc Serv (includes Disc View) 529

NOVELL.

Intra NetWare 4.11:
- 5 / 10 / 25-user 625/1195/2095
- 50 / 100-user 2895/3995
- 250 / 500 / 1000-user 7295/15995/30995
Lan Workplace 5.0 single / 10-user 195/1295
Netware 3.12 (3.5" FD)
*- 5 / 10 / 25-user ..... *(675/1295/1895)*
- 50 / 100-user 2695/3495
Netware Connect 2 Ports / 8 Ports 355/1375
Netware Connect 32 Ports 3895
Netware Management Agents 335
Netware NFS v1.2C 2850
Netware NFS Service 2.1 2195
NFS Client for Lan Workplace 205
Personal Netware oem 35
*Unixware Personal Edition v2.04 - CD version .... *(99)*
*Unixware SDK v2.1 - CD version ..... *(75)*

PALINDROME

*Network Archivist NLM 3.1A Backup ..... *(195)*

SHIVA

LanRover/2E Plus 3.5 Async TP v.34 1695
NetModem/E 28.8 Ether BNC + TP 1295

SMC

Ether EZ Combo oem / reg ..... *(79)/115
*Ether EZ TP (8416T) oem ..... *(65)*
*Elite Ultra 32 EISA Combo ..... *(195)*
*Etherpower PCI TP (8432T) oem / reg ..... *(89/125)*
*Etherpower PCI Combo oem / reg ..... *(119/155)*
*Etherpower PCI 10/100 (9332) oem ..... *(85)*
Tiger HUB: 100TX 8 Port / 16 Port 1195/2395
Tiger HUB: 3212TC (12TP + BNC + AUI) 369
*Tiger HUB: 3314T 14 Port ..... *(475)*
Tiger Switch XE 24 Port 6895

WISECOM (5 yr warranty)

*D300CT PCI Bus Mastering ..... *(39)*
*H008CAT 8 Port HUB (8TP + AUI + BNC) ... *(89)*
HI16CAT 16 Port HUB (16TP + AUI + BNC) 155
P200CT 16 bit ISA Combo, plug & play 26
R300CT PCI 32 bit Combo, plug & play 34

XIRCOM

*CE3-10BT PCMCIA TP ..... *(125)*
*CE3-10BC PCMCIA Combo ..... *(159)*
CE3-100BTX 10/100 PCMCIA 169
CEM33-BT 33.6 Modem + Lan TP 295
CEM33-BC 33.6 Modem + Lan Combo 335
*PE3-10BT Pocket Adapter TP ..... *(259)*
*PE3-10BC Pocket Adapter Combo ..... *(279)*

CABLES & ACCESSORIES :

10BaseT, Cat. 3 plenum 1000' 165
Belden 8259, RG58 1000' 165
RG58 U 500' / 1000' 59/99
RG58 A/U 500' / 1000' 75/129
Twisted Pair 2-pair, PVC, Cat. 3:
- 500' / 1000' 45/59
Twisted Pair 4-pair, PVC, Cat. 3:
- 200' / 500' / 1000' 35/55/89
Twisted Pair 4-pair, PVC, Cat. 5: - 500' 69

Custom-made Cables, Cross-Overs available call

**(price) ..... SPECIALS , while supplies last*

http://www.centralcomputer.com for update price & catalog

16. POWER SUPPLY

APC

BF-250 Back-UPS Office Kit ... 135
BK-280 Back-UPS (200W), 2 out ... 105
BK-400 Back-UPS (300W), 2 out ... 154
BK-450 Back-UPS (325W), 4 out ... 179
BK-600 Back-UPS (425W), 4 out ... 239
BK-900 Back-UPS (650W), 6 out ... 345
BP-280 Back-UPS Pro PNP, 2 out ... 159
BP-420 Back-UPS Pro PNP, 4 out ... 235
BP-650 Back-UPS Pro PNP, 4 out ... 289
BP-1000 Backup Pro, 6 out ... 375
SU-450 Smart-Net (486, 586 WS), 4 out ... 295
SU-700 Smart-Net (486, 586 FS), 4 out ... 365
SU-1000 Smart-Net (FS & WS), 6 out ... 495
SU-1400 Smart-Net (950W), 6 out ... 625
SU-2200 Smart-Net (1600W), 8 out ... 1095
SU-3000 Smart-Net (2250W), 8 out ... 1675
SUVS-420 Smart Value Server, 4 out ... 239
SUVS-650 Smart Value Server, 4 out ... 295
SUVS-1000 Smart Value Server, 6 out ... 415
PowerChute Plus :
- for Novell ... 65
- for OS/2, Lan Server, 3 Com ... 75
- for Unix / Xenix ... 99
- for Win & Win'95 ... 55
- for Win NT ... 69
Surge Arrest (PER 7) ... 17.99
Surge Arrest w. TEL (PER 7T) ... 22.99
Surge Network Strip (NET 7) ... 29.95
Surge Protector (P7) ... 9.99

PC POWER COOLING

CPUcool for 486 or 586-75 / 133 (1.9") ... 18.95
CPUcool for 586-150 / 200 (1.9W) ... 19.95
CPUcool for Pentium® Pro (3.2") ... 22.95
Silencer Slim 230 for Baby or Mid Tower ... 69
Silencer 230 Full Tower ... 89
Silencer 270 for Full Tower ... 124
- Slim for Baby or Mid Tower ... 114
Silencer 235 ATX ... 84
Silencer 275 ATX ... 124
Standard 230 for Full Tower ... 85
Turbo Cool 300 for Full Tower ... 125
- for Slim (baby or mid tower) ... 115
*Turbo Cool 400 for Full Tower / for Slim ... *(176/175)*
Turbo Cool 400 ATX ... 199
Turbo Cool 450 for Full Tower (heavy duty) ... 285
Two-inOne 500 (slim, redundant) ... 215
Twinpower 900 (redundant) ... 895

OTHERS

235W for ATX ... 49
250W for Baby or Mid Tower ... 29
250W for Baby or Mid Tower, PS/2 (by Kingspao) ... 45
300W UL for Full Tower , PS/2 ... 49
300W for Full Tower, PS/2 (by Kingspao) ... 59
RPT-600 300W Redundant for Tower ... 179

ACCESSORIES

Battery Tester M-032 ... 6.50
*Belkin Power Authority F5C120 ... *(17.95)*
DMM: DT-890B (A,V,O,C,Hfe) ... 19.95
DMM: DT-830B (Adc,V,O,Hfe) pocket size ... 8.95
DMM: M-3900 (A,V,O,Hfe) big LCD ... 17.95
DMM: ST-5308 (Adc,V,O,Hfe) battery test ... 11.95
DMM: KT-7113 (A,V,O,C,Hfe) auto ranging ... 24.95
DMM: KT-7244 (A,V,O,F,Hfe) ... 21.95
Engine Tester KT-7181 (Dwell, Tacho) ... 18.95
Pocket Meter MF-133, 5 functions ... 6.95
Power Center Switching Systems ... 13.50

17. PRINTER / PLOTTER

Printer memory available. Please call for $

BROTHER

HL-720 True 600dpi, 6ppm, Laser ... 365
HL-730DX True 600dpi, 6ppm, Laser ... 445
HL-1660 17ppm, Laser, 1200x600dpi ... 1265
MFC-4550 5-in-1, 600dpi, Laser, Fax ... 799
MFC-6550 6-in-1, fax/ copy/ scan/ print etc. ... 999

CANON

*BJC-70 Color, 720x360dpi, 346cps ... *(299)*
BJ-240 Color, 360x360dpi, 4ppm ... 189
BJC-620 Ink Jet, Color, Par, 720dpi ... 385
BJC-4200 Ink Jet Color, 360x720dpi ... 275
BJC-4550 11" x 17", 5ppm, 720x360dpi ... 475

EPSON

FX-870 9-pin ... 295
FX-2170 9-pin, Wide (max. 6 copies) ... 449
LQ-570 Plus 24-pin ... 259
LQ-870 24-pin, Par ... 455
*LQ-2070 24 pin, Wide ... *(389)*
LQ-2170 24-pin, Wide ... 549
Stylus 400 Color, 3ppm, 720dpi ... 239
Stylus 600 Color Inkjet, 720x1440dpi ... 299
Stylus 800 Color, 8ppm, 720x1440dpi ... 425
*Stylus Pro Color, laser quality ... *(389)*
Stylus 1500 720dpi, fit A - C size paper ... 925

Accessories :

Black Ink for II & IIS ... 19.95
Color Ink for II & IIS ... 29.95
Black Ink for Stylus 400/ 500/ 600 ... 21.95 ea
Black Ink for Stylus 800 ... 24.95
Color Ink for Stylus 400/ 600/ 800 ... 24.95 ea
Coated Letter Paper 720dpi (S041062), 100 sheet . 13.95
High Quality A4 Paper (S041117) , 100 sheet ... 8.95
Photo Quality A4 Paper (S041061), 100 sheet ... 12.95
Photo Quality glossy (S041124), 20 sheet ... 10.95

HEWLETT PACKARD

Color Laser Jet C3961A ... 3875
Color Laser Jet C3962A ... 4945
Desk Jet 692C ... 299
Desk Jet 820CXi / 870CXi ... 389/485
Desk Jet 1600C PC, Mac ... 1299
Desk Jet 1600CM Postscript PC, Mac ... 1919
Laser Jet 4V / 4MV (B size) ... 1865/2695
Laser Jet 5 / 5Lfs ... 1235/395
Laser Jet 5N / 5M ... 1465/1689
Laser Jet 5Si / 5SiMX ... 2679/3749
Laser Jet 6P / 6MP ... 745/889
Mopier C4076A 5Si ... 7495
*Office Jet 330 4-in-1, print/ fax/ scan/ copy ... *(499)*
Office Jet Pro 1150C Color (C5300A) ... 939
Portable 340 ($50 Rebate) ... 299

PLOTTERS

Design Jet 350C: D Size / E Size ... 2195/2795
Design Jet 750C: D Size / E Size ... 4995/5695
Design Jet 755CM: E Size ... 8195

Accessories :

*Color Kit (C3067A) for 540 ... *(37)*
*Color Kit (C4533A) for 600 ... *(39)*
500 Sheet Feeder (C3921A) for 5 ... 225
Duplex (C3762A) for 5Si / 5SiMX ... 479
Duplex (C3920A) for 5 / 5N / 5M ... 475
Envelope Feeder for 5Si (C3765A) ... 379
Lower Cassette (C3760A) for 4V / 4MV ... 325
Postscript (C3169A) for 5Si ... 435
Postscript (C3918A) for 5 / 5N ... 335
Power Envelope Feeder (C3927A) for 5 ... 259
Printer Pals for 850C / for 4, 4L, 5L ... 169 ea.

Ink Cartridges :

Black (HP51626A) for 500, 540, 560 ... 24.45
Color (HP51625A) for 500C, 550C, 560C ... 26.95
Black (HP51629A) for 600, 660 ... 24.95
Color (HP51649A) for 660C ... 29.25
Black (HP51645A) for 870C, 855C, 1600C ... 26.95
Color (HP51641A) for 870C, 855C, 1600C ... 28.95
Black (HP51640A) for 1200C ... 23.95
Cyan (HP51640C) for 1200C ... 27.95
Magenta (HP51460M) for 1200C ... 27.95
Yellow (HP51640Y) for 1200C ... 27.95
Black (HPC3105A) for Color Laser Jet ... 7.95
Cyan (HPC3102A) for Color Laser Jet ... 32.95
Magenta (HPC3104A) for Color Laser Jet ... 32.95
Yellow (HPC3103A) for Color Laser Jet ... 32.95

Paper:

Glossy, Letter (C2974A) for 5/ 5M, 50 sheet ... 41.95
Greeting Card, Letter, (C1812A) 20 sheet ... 11.95
Laser Jet Transparency Film, Letter, 50 sheet ... 18.95
Photo Paper, Letter, (C1846A) 20 sheet ... 10.95
Premium Glossy, Letter, (C5973A) 25 sheet ... 21.95

Toner Cartridges :

Toner (HP92295A) for II, IID, III, IIID ... 75
Toner (HP92275A) for IIP, IIP+, IIIP ... 74
Toner (HP92291A) for IIISi, 4Si, 4SiMX ... 129
Toner (HP92298A) for 4, 4M, 4+, 4M+, 5, 5N, 5M .. 89
Toner (HP92274A) for 4L, 4ML, 4P ... 65
Toner (HPC3900A) for 4V, 4MV ... 139
Toner (HPC3906A) for 5L, 5ML ... 59
Toner (HPC3908A) for 5P, 5MP, 6P, 6MP ... 75
Toner (HPC3909A) for 5Si, 5SiMX ... 179

LEXMARK (IBM printers)

Optra E 600dpi, 6ppm, 1MB ... 545
Optra C 600dpi, 3ppm color, Postscript, 8MB ... 5795
Optra LX+ 1200dpi, 16ppm, Par, Postscript, 4MB 1895
Optra LXi+ 1200dpi, 16ppm, 8MB, Postscript, w. Ethernet Combo ... 2595
Optra R+ 1200dpi/8ppm, Ser & Par, 2MB, Postscript, 600dpi/16ppm ... 1295

MICROTEK

*TrueLaser MTP-306 35 fonts, 6ppm, 2MB ... *(599)*

OKIDATA

ML184T 9 pin, Par (max. 5 copies) ... 235
*ML320T 9 pin (max. 5 copies, 290cps) ... *(325)*
*ML520 9-pin, 430cps ... *(385)*
ML590 24-pin (max. 5 copies) ... 449
ML591 24-pin, Wide (max. 5 copies) ... 625
*OkiJet 2010 Color, 600dpi ... *(199)*
*OkiPage 4W Laser 4ppm ... *(299)*
OL600E Laser, 6ppm, 600dpi ... 389
OL610E Laser, 6ppm, 600dpi, 2MB ... 495
*OL610e/PS Laser Postscript ... *(725)*
OL810E Laser, 8ppm, 600x1200dpi ... 665
*OL1200 Laser 12ppm, 600x600dpi, 2MB ... *(949)*

PACIFIC DATA

*ProTracer II Ink Jet (CAD Plotter) ... *(499)*

Accessories:

Ink Cartridges (BJI-6425) ... 19.50
Sheet Feeder I / Sheet Feeder II ... 59/55

PANASONIC

3123 24 pin, Quiet, Scalable Fonts ... 259

Accessories:

Color upgrade Kit KX-PCK11 ... 55
Serial Interface Card PS-13 ... 89

SEIKO

Smart Label Printer EZ30 ... 145
Smart Label Printer Pro ... 235
Standard Label (2 rolls) ... 7.95

SUMMAJET (Plotter)

1324M Mono A - D Size ... 1990
1324C Color A - D Size ... 2250
1336M Mono A - F Size ... 2465
1336C Color A - F Size ... 2695
D Size Stand / E Size Stand ... 325/365

OTHER ACCESSORIES

Auto Switch (non-power) 2 to 1 ... 11.50
Auto Switch (non-power) 4 to 1 ... 22.50
Data Switch: 2 Way / 4 Way ... 5.99/8.99
Parallel Auto Switch 2 to 1 bi-directional ... 19.95
Parallel Auto Switch 4 to 1 bi-directional ... 29.95

18. PROJECTOR

3M, NEC

projection products ... Call

PROXIMA

Desktop DP2810 LCD 8.4" 33mm 640 x 480 ... 3850
Desktop DP5100 ... 5850
Ovation 810 LCD 8.4" 2M Color, 640 x 480 ... 2065
Ovation 920 10.4" LCD 16.7M 1280 x 1024 ... 8150
Ovation+ 840 8.4" LCD 16.7M 800 x 600. ... 2995
Ovation+ 846 10.4" LCD 16.7M 800 x 600. ... 3895
Portable Overhead A653 3000 Lumens ... 475
Portable Overhead A655 4000 Lumens ... 799

19. SCANNER

ACER (flatbed)

AcerScan 300F Color ... 215

AVISION

AV100 Color Scanner ... 299

DELRINA

*WinFax Pro Scanner ... *(299)*

HEWLETT PACKARD

ScanJet 4C Color & Gray Scale w. Kit ... 749
- Auto Document Feeder (C2525B) ... 475
- Transparency (C2521B) ... 635
Scanjet 5P Color/ Grayscale ... 385

LOGITECH (hand)

*Page Scan Color ... *(295)*
Scanman Color + PhotoShop L.E. ... 189

MICROTEK (flatbed)

*Scan Maker III w. TMA & Photoshop OCR ... *(1399)*
*Scan Maker E3 600dpi, 24-bit Color, w.OCR. ... *(195)*
*Scan Maker E6 1200dpi, w. OCR ... *(339)*
Scan Maker E6 Pro 1200dpi w. Photoshop OCR. ... 529
Slide Maker 35T 1800dpi, 16.8M Color, w. ScanWizard. . 725
Transparency Adapter for E3 ... 285
Transparency Adapter for E6 ... 285

QTRONIX

Sagitta Color LE (hand) ... 99
Sagitta Gray (hand) ... 47
Sagitta Desk Pro ... 105

STORM TECHNOLOGY

Easy Photo Reader Parallel ... 155
Easy Photo Drive ISA Card ... 179
Easy Photo Smartpage Color ... 269

UMAX

600S w. Photo Deluxe ... 245
S12 w. Photo Deluxe ... 439
S12 w. Photoshop L.E. ... 489
S12 w. Photoshop 4.0 ... 629

VISIONEER

*PaperPort VX for Win (HP4S design) ... *(239)*
PaperPort IX Scanning Keyboard ... 325

20. TAPE BACKUP

EXABYTE

EXB-2501 1 - 2GB SCSI-2 Int / Ext ... 475/629
*Eagle 96 3.2GB Int (Floppy I/F) ... *(119)*
Eagle TR3 (603003-000) 3.2GB w. accel card Int ... 245
*Eagle TR3 (603003-004) 3.2GB Int w/o card ... *(145)*
EXB-8205XL 8mm Dat. 3.5 - 7GB Int / Ext.. 1275/1499
EXB-8505XL 8mm Dat. 7 - 14GB Int / Ext .. 1899/2199
EXB-8700E 8mm 7 - 14GB Ext ... 1295
*EXB-8700LT 8mm 5 - 10GB Ext ... *(985)*

HEWLETT PACKARD

*C1534 4mm Dat. 2GB SCSI Int ... *(549)*
*C1536 4mm Dat. 2-4GB SCSI Int ... *(649)*
C1599 Dat. 8GB DDS-2 Int ... 845
C1554 Dat. 24GB DDS-3 Int ... 1345
C1561A Autoloader Surestore 12000E Dat. 48GB . 2895
*Colorado T1000 850MB Travan w. cartridge Int . *(139)*
Colorado T1000 850MB, printer port Ext ... 175
Colorado T3000 3.2GB Travan w. cartridge Int 189
Colorado T4000S 4GB Travan Int ... 359
HP Mounting Frame to 5.25" for C1534/ C1536/ C1599 .. 25
HP Mounting Frame to 5.25" for C1533/ C1554 27

IOMEGA

Ditto 800MB Travan Int ... 99
Ditto 800MB Travan Parallel ... 139
Ditto 2GB Int / Ext ... 145/189
- 2GB Tape / 3-pack ... 19.95/57
Ditto 3200MB (QIC 3010/ 3020) Int. ... 209
Ditto 3200MB (QIC 3010/ 3020) Parallel ... 265

Seagate

CNR-4320RT 2GB Int w. 5.25" rail ... 675
CNR-4326NP 4mm 8GB Dat. SCSI Int 3.5" ... 815
*CNR-4326RP 4mm 8GB Dat. w. 5.25" rail ... *(819)*
CNR-4350XT 2GB Ext ... 685
CNR-4324RP 2 - 4GB SCSI Int. ... 645
*Tape Stor 350MB Int ... *(69)*
Tape Stor w. cartridge 420MB Int ... 139
Tape Stor w. cartridge 800MB Travan Int ... 139

Software (Arcada):

Back Up for Windows '95 ... 65
Back Up Exec for Netware WS 7.0 ... 98
Back Up Exec for Netware Enterprise 7.11 ... 845
Back Up Exec for Netware Single Server ... 435
Back Up Exec for Netware 1 Server 25-user ... 315
Back Up Exec for Win NT Enterprise 6.11 ... 795
Back Up Exec for Win NT Server 6.11 ... 439
Back Up Exec for Win NT Workstation ... 189

TEAC

FT-3008TR 800MB Travan Int ... 75

OTHERS

COMBYTE: DP1800EA 800MB Int ... 135
MYTAPE : 1.6GB Travan Int ... 159
*NOVASTAR: Novaback CD Bundle (multi-platform) . *(59)*
*WANG: 3400DX 8GB 4mm 5.25" Dat. ... *(699)*

TAPE CARTRIDGES:

3M - 4mm 90M ... 7.50
- 8mm 112M ... 6.95
- MC3000XL (680MB) ... 26.50
- Travan (800MB) TR-1 ... 27.95
- Travan (1600MB) TR-3 / TR-4 ... 29.95/34.95
EXABYTE - 8mm 112M, 5GB ... 9.95
- 8mm 160MXL (for XL drives) ... 15.95
- 18C 8mm Cleaning Cartridge ... 19.95
- EXMC 3000XL (1GB) ... 26.95
- MC3000XL (680MB) ... 21.95
HP - 92283B 4mm 90M (2GB) / 5-pk ... 9.50/39
- 92300A 4mm 120M (4GB) / 5-pk ... 19.95/95
- C1517A 4mm 125M (12GB) DDS-3 ... 29.99
- C1572A 4mm 120M Autoloader ... 119
- Travan for DT-1000 / 2-pk / 3-pk . 29.95/54.95/82
*MAXELL - 4mm 90M Dat. ... *(7.99)*
- DC2120 (QIC80) ... 9.95
- DC2120XL (350MB) ... 16.95
SONY - 4mm 120M for DDS ... 25.95
- 4mm 90M for DDS-1 ... 8.95
- QIC-Wide 3010 (850MB) ... 24.95
- QIC-Wide 3020 (1.7GB) ... 27.95

21. VGA CARD

ATI

3D Expression 2MB PCI DRAM w. CD game ... 89
3D Expression 4MB PCI, PC2TV ... 169
3D Pro Turbo 4MB PCI, PC2TV ... 199
3D Pro Turbo 8MB PCI, PC2TV ... 269

BROADWAY

MPEG Video Capture for Win'95 & NT ... 795

DIAMOND

Fire GL 1000 4MB PCI ... 335
Fire GL 1000 8MB PCI ... 415
Stealth 3D 2400XL 4MB PCI ... 149
Stealth 3D Monster 4MB PCI oem / reg ... 209/229
Stealth 3D 3000 4MB PCI VRAM oem / reg .. 225/229
Stealth 2500 1MB DRAM PCI ... 59
Stealth 2500 2MB DRAM PCI ... 75
Stealth Video 64 2MB VRAM PCI, upgradable ... 135
- 2MB upgrade ... 79

IMS

TwinTurbo 128P PCI VRAM w. 2MB / 4MB.. 195/295
TwinTurbo 128P PCI VRAM 8MB ... 435

LEAKTEK

M-Mate Pro II (external video encoder) ... 99

(price) ... SPECIALS , while supplies last (oem) ... $, bundled with hardware only

http://www.centralcomputer.com for update price & catalog

SALE

CD from 2 FOR $4.99!

Winfast 280 VGA & MPEG-1 w. 1MB / 2MB.. 145/165
Winfast 430 VGA 2MB VRAM 135

MATROX

IMP Plus 220 2MB PCI ..... *(159)
Millenium PCI 2MB 175
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Mystique 3D PCI 2MB ..... *(125)
- upgrade 2MB 59
Mystique 3D PCI 4MB oem / reg 139/159

NUMBER NINE

FX Reality 772 VRAM PCI 2MB 169
FX Reality 772 4MB VRAM PCI 249
FX Reality 332 3D DRAM PCI 2MB 109
Imagine 128 Series II 4MB EDO PCI ..... *(299)

SPIDER

Lynx 64 64 bit Accelerator 1MB PCI MPEG 39
Tarantula 64 MK II 2MB VRAM VLB / PCI .. 129/125
Tarantula 64 MK II 4MB VRAM VLB / PCI... 179/179
Tarantula Lite 64 DRAM w. 1MB / 2MB..... 39/59
Tarantula 3D DRAM PNP w. 2MB / 4MB..... 95/129

OTHERS

Boca Voyage Movie Player Accelerator VGA 285
Movie Plus 1100 MPEG Decoder 199
Televiewer / Televiewer Plus 139/189
Total 3D (by Canopus) 249
Trident 8900 1MB ISA 45
Trident 9680 1MB PCI 39
Trident 67TV 3D 2MB EDO DRAM PCI, w. 9685 .. 75
Tvator Pro PC/MAC VGA to NTSC Scan Converter 159
Tvator Remote Pro VGA to NTSC Scan Converter 289
V-Mate Pro (video encorder : PC to TV) 189

Conferencing & Video:

SPECOM

Suite Visions (color digital camera + s/w) . 195
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Epson Photo PC-500 Color Digital Camera..... 465
- w. PhotoPix LCD Monitor ..... *(599)
Epson Photo Pix LCD Monitor 175
Howard Video Camera 295
Intel Smart Video Recorder Pro 399
Intel ProShare Premier software 259
Internet Videophone + Video Capture 135
Kodak DC20 Digital Camera 199
Kodak DC25 Digital Camera 435
Kodak DC50 Digital Camera Zoom Lens ..... *(649)
Quick Cam for Win / Quick Cam Color 99/225
Snappy (video Snapshot) 195
Video Logic Captivator 135
USR: Big Picture Video Kit (capture + modem) ... 225
USR: Big Picture w. Camera 349

SOFTWARE

1. PC SOFTWARE

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Corel XARA 179
Ventura 7 for Win'95 - CD 549
WordPerfect Suite 3.1 - FD+CD / CD only.... 265/239
WordPerfect Suite 7.0 for Win'95 - FD+CD 274
- CD only 235

DELRINA

Comm Suite 7.0 for Win'95 - FD / CD ..... *(95/96)
CyberJack 7.0 for Win'95 ..... *(48)
NetSatisfaxtion 3.0 for Novell 25-user 755
Win Comm Pro 79
WinFax Pro 4.0 - FD / CD 79/89
WinFax Pro 4.1 for Network :
- 10 / 25 / 50-user 599/1395/2650
WinFax Pro 7.0 for Win'95 - FD / CD..... 79/79
WinFax Pro Starter Kit (server + 2 notes)..... 265

IBM

Anti-Virus Desktop 2.5 Single 47
OS/2 4.0 Warp Single : WS / Server 195/539
Voice Type Simply Speaking 3.0.2 for Win'95 74

INTUIT

Quicken Deluxe 6.0 - CD / FD 59/58
Quicken 6.0 for Win3.1 & Win'95 38
Quicken Parent's Guide to Money 16
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Quickbook Prof. 5.0 for Win - CD 185

LOTUS

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cc:Mail Mobile E-Mail 7.0 for Win'95 & NT 175
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Office Professional 4.3 - FD / CD..... 539/559
Office Prof. for Win'95 - FD 525
Office Prof. + Bookshelf for Win'95 - CD 545
Office Standard for Win'95 - FD / CD ..... *(424/425)
Office Prof. 97 + Bookshelf - CD 529
- upgrade CD ($40 Rebate) 309
- upgrade + IntelliMouse 335
Office 97 Small Business Edition 449
- upgrade to S.B. edition 224
Office 97 Standard / upgrade - CD 445/225
PC Mail Server 3.5 w. 10-user 445
- 5-user / 20-user 269/865
Picture-It for Win'95 47
Power Point 7.0 / upgrade..... *(299)/98
Project 4.0 for Win / upgrade 415/135
Project for Win'95 419
Publisher 97 CD Deluxe 74
Services for Netware (add-on NT 4.0) 145
SNA NT Server 395
SNA NT Workstation 199
SQL NT Server 6.5 for 5-user 1299
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- Client License 5-user / 20-user 685/2175
SQL NT Workstation 6.5 475
System MGMT Server 629
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Visual C++ 4.0 for Win '95 Subscription 465
Visual C++ 5.0 Professional 455
Visual Fox Pro Standard 3.0 for Win 189
Visual Fox Pro Prof. 5.0 / upgrade 449/275
Visual J++ (JAVA) 87
Visual Source Safe 5.0 475
Windows '95 ..... *(179)
- oem version FD / CD 99/85
Windows '95 Plus - FD / CD 44/44
Windows '95 Resource Kit 29.95
Windows NT 4.0 Server Resource Kit 109
Windows NT 4.0 Workstation Resource Kit 59
Windows NT Server 4.0 w. 5-user ..... *(725)
Windows NT Server 4.0 w. 10-user ..... *(995)
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Windows NT Workstation 4.0 - CD 285
Windows for Workgroups 135
Word & Publisher Value Pak 125
Word 6.0 for Win 289
Word 97 / upgrade 299/78
Works 3.0 for Win - FD 49
Works + Bookshelf Win'95 - CD 69
Works 4.0 for Win'95 oem..... 39

QUARTERDECK

Cleansweep 3.0 for Win 95 38
Hijaak Graphics 3.0 for Win 89
Hijaak Prof 4.0 for Win '95 ..... *(89)
Internet Suite 2.0 37
MagnaRam 2.0 for Win 3.11 & Win'95 24
Procomm Plus 4.0 for Win'95 - CD 124
Qemm 8.0 for Win '95 / upgrade..... 63/36
Remote-It 95 35
Speedy Rom for Win'95 ..... *(19)
Total Web 86
Web Author 2.5 for Win'95 45
Web Compass 2.0 46
Win Probe 95 46
Zip-It for Win'95 37

SYMANTEC

ACT! 2.0 for Win ..... *(169)
ACT! 3.0 for Win'95 & NT 175
C++ 7.2 for Win NT & Win'95..... 69
Internet Fastfind 1.0 44
Norton Anti-Virus '95 v.2 66
Norton Anti-Virus for Win, Dos, Win'95 - CD 67
Norton Anti-Virus for NT - CD..... 65
Norton Desktop 3.0 for Win oem / reg 95/112
NOrton Disklock 3.5 for Dos/ Win - CD 79
Norton Healthy PC 28
Norton Navigator '95 - FD / CD..... 89.95/89.95
Norton NT Tools..... 47
Norton PC Handyman..... 48
Norton Utilities '95 v.2 ..... 69.95
Norton Utilities v.2 for Win NT 89
Norton Utilities 8.0 109
PC Anywhere 5.0 Remote & Host for Dos 124
- v2.0 for Win / v7.5 for Win'95 & NT 125/135
Visual Cafe v.1 for Win'95 & NT 169
Visual Cafe Pro 399
Visual JAVA: Cafe v1.5 for Win 32 69
WinFax Pro 7.5 for Win'95 - CD 95

OTHERS

3D Eye : TriSpectives / Professional..... 279/459
95 Power Utilities for Win'95 (trouble shooting) 28
AccTrack v1.5 ..... 44.99
CA Clipper 5.3 for Win / upgrade ..... *(149)/89
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CAERE: Omni Page Professional 6.0 for Win .... *(379)
CAERE: Omni Page Prof. 7.0 for Win'95..... *(399)
CAERE: Wordscan Plus 4.0 / upgrade..... 389/139
Cakewalk Home Studio (music) 99
Cakewalk Professional for Win - FD+CD 165
Cakewalk Professional Audio Deluxe - CD 285
Canvas for Win 265
- Trade-up 3.5 99
- competitive upgrade to 5.0 for Win'95 & NT 145
Carbon Copy 3.0 for Win, 2-user 119
Claris: File Maker Pro 3.0 for Win 184
Claris Works 4.0 for Win'95 49
Connectons Telemarkeing for SBT..... *(79)
Daytime Organizer for Win'95 58
Design CAD 2D 7.0 for Win 179
Direct Access 5.1 for Dos 65
Eudora Pro - Single / 5-user 58/215
Fax Works Pro 3.0 ..... *(19.95)
First Aid 97 - CD oem / reg 29/34
Fractal Dabbler 2.0 46
Fractal Design Painter 4.0 for Win oem ..... *(259)
Fractal Sketcher for Win 49
FTP: On-Net 32 for Win'95 (PC/TCP)..... 299
FTP: On-Net 2.1 for Win (PC/TCP)..... 299
FTP: X On-Net for Win / Win'95 ..... 185/185
Helix: Hurricane for Win 48
Helix: Multimedia Cloaking 32
Helix: Netroom 3.0 1 / 4 / 10-user 59/119/255
Hot Fax Message Center for NT & Win 95
Hummingbird: Exceed 5 for Win & Win 32 369
Hummingbird: Exceed Express / Host 225/119
Hummingbird: NFS Maestro TCP/IP 299
Hyper Access for OS/2 99
Hyper Access for Win'95 49
Internet Phone 4.0 47
Jetform Filler 4.1 + Companion + Forms ..... *(89)
Kai's Power Tools 3.0 for Win'95 & NT 119
Laplink 6.0 for Win / upgrade 129/85
Laplink for Win'95..... 129
Macromedia Action 3.0 for Win..... 149
Macromedia Director 5.0 for Win 835
Macromedia Fontographer 4.1 for Win - CD..... 319
Macromedia Freehand 5.0 for Win 375
McAfee: Virus Scan for Win & Win'95 45
McAfee: Virus Scan Deluxe for Dos/ Win/ Win'95/ NT... 66
McAfee: Web Scan..... 46
Netscape Navigator 3.0 Gold for Win / Win 32... 65/65
Novell Products Helpdesk - CD..... 29.95
One Write Plus Accounting & Payroll 5.0 59
Open Post 4.0 24
Partition Magic 3.0 for Dos, Win, Win'95, NT, OS/2 . 59
Passport Encore 3.0 (music) 365
PC-cillin 95 (anti-virus) ..... *(19)
Peach Tree Accounting 3.5 for Win - FD+CD 115
Peach Tree Accounting 9.0 Complete for Dos..... 185
Power Utilities for Win'95 23
QA Plus v7.1 for Win 59
Qualitas 386 Max 7.0 ..... *(59)
Quark X Press 3.32 for Win 599
Quick Xpense 12
Ram Doubler for Win 55
Stac: CD Quickshare (share CD on network)..... 479
Stac: Reachout 7.0 Host & Remote..... 125
Stac: Replica (backup netware server)..... 645
Stacker 4.1 for Win'95..... 55
System Commander 3.0 (multi OS on PC) 69
Turbo CAD 3.0 for Win 79
Uninstaller 3.0 for Win 3.11 & Win'95 34
Uninstaller 4.0 for Win NT & Win'95 35
Uninstaller for Network 2.0..... *(75)
View Office Power Suite (6 scanning programs).... 79
Virus Net (for all OS including 32 bit)..... 45
Virus Trap Adapter (identify & prevent virus)..... 65
Virus Trap Adpater + Virus Scan s/w 95
Visio 4.0 for Win'95 & Win (business diagram) 135
Visio Technical 4.1 265
Visual: Instant 3D..... 48
Visual: Virtual Reality 175
Visual: Simply 3D..... 89
Watcom C++ 16/32 bit v.11 for Win'95..... 245
WebSite Director / WebSite Maker..... 95/49
Wild Cat! 4 for Dos - single 79
Wild Cat! 5 for Win'95 & NT - M2 / M16..... 95/209
Wordstar 2.0 for Win 39

2. CD TITLES

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Alian Tale 36
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Dr. Seuss ABC ..... *(22)
Family Tree Maker Basic Edition 25
Gone Fishing (Amtex) 39
Green Eggs & Ham (by Dr. Suess, age 3-7) ..... *(24)
Handwritten Font 36
Incredible 65,000 Image Pak..... 52
Journey to the Edge 39
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Ancient Land 29
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Auto Map Street 46
Bookshelf for Win '95 oem / reg 24/46
Cinemania 97 for Win'95 29
Close Combat 41
Complete Baseball MPC 29
Complete Basketball ..... *(25)
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Monster Track Madness 37
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Music Central 96 oem / reg 22/37
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Awesome Animation 16
ASME: Mechanical Engineering Toolkit 26
Avalon 3D Object 22
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Business Software Library 23
Butterfly (shareware for Win) 12
C/C++ User Group Library (Jan '97) 26
CICA MS Windows (Aug '96) 13
CICA for NT (Dec'96) 22
CICA Shareware for Win'95, 3.1 & NT (Feb '97) 14
Clipart Cornucopeia 17
Clipart Image Library 23
CP/M 23
Delphi Programming 22
Delphi Toolkit (Dec'96) 22
East Asian Text Processing 23
Free BSD 2.15. 21
G N U for Unix & Sun (Feb '96) 23
GIF Galore 17
Giga Games vol.2 / vol.3 / vol.4 ..... 16/16/16
Hobbes OS/2 (Nov '96) 15
Home Education Learning Library 22
Inter Net Info (Oct '96) 17
Japan.JPG 22
Japanese Text Processing 23
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Kirk's Comm 22
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Libris Brittania 25
Linux Toolkit 6CD (Mar '97) 21
Linux Slackware 4.0 4CD 18
Math Solutions 22
Music Workshop / II 22/22
Netlib 23
NEWT (NT s/w from Internet) 22
Official POV-Ray 23
PERL (Apr '96) 22
Power Dos 13
Project Gutterburg (Mar '97) 18
QRZ: Ham Radio vol.6 (Jun '96) 14
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Simtel Windows 17
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Sprite for Sun 14
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Task Buster. 22
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Telecom 23
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Turbo User Group (TUG, July '96) 24
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Reading Blaster 2000 (age 6-9) 29
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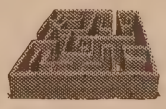

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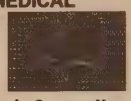

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Whales and Dolphins MPC 18

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MULTIMEDIA 101 *continued from page 215*

But overall, Mixman eschews the eye-candy approach of most interactive music products. I'd say there were two reasons. One is that eye candy just isn't necessary; two is that most PCs just don't have the processing power and, let's face it, with this type of product, good sound is far more important that visual gee-gaws.

Of course, Mixman meets the standard requirements of being able to record and save your mixes and email them to your friends, who can then remix your remix. When making a mix, you can lock tracks in, drop all the tracks out except the one you want, instantaneously kick a track in (which means it may not be in sync the first time, but if you then lock it in, it's synced), and apply phasing (simultaneously to all currently audible tracks). From the options screen, you can choose a different tempo and/or a different pitch for your mix, but you can't do that on the fly. If you really bash around on the keys a lot, you can make the machine stutter and choke, but the key to making a decent and pleasant mix is to practice a certain amount of restraint over how many keys you beat on how fast.

Ironically, all the production work on Mixmanizing a song is done on Macs but the end result is only available for Windows.

Ironically, all the production work on Mixmanizing a song is done on Macs but the end result is only available for Windows. It's not a vanilla, off-the-shelf Mac, however, but a souped-up model with a $2,000 Digidesign SoundCell soundcard added to the basic configuration. Reportedly, Mixman and Apple are talking right now about how to make Mixman available for standard Macs.

Also off in the future, but planned for release this fall, is the Mixman Studio, a package that will make it possible for users to combine tracks from any Mixman releases. Totally fresh sounds will also be available, sort of "clip sounds," to enable users to construct their own songs from the ground up. There'll also be a way to import WAV files and mix them with the Mixman tracks. At some further time off, it may be possible to convert WAV files to Mixman files, but at this stage Josh feels that the process is too tricky for a consumer-level product.

THE BOTTOM LINE

One of Mixman's great advantages from the business point of view is that it both licenses material from record companies (releasing it under its own logo, as with the George Clinton release), and it also licenses its technology to traditional record companies for use on Enhanced CDs, as with the Rockers Hi-Fi project. Not only does this provide an extra stream of income, it also fosters a better and more symbiotic relationship with the industry as a whole.

Distribution so far has been a bit of a problem. As Josh says, "We have to get into the places where George Clinton fans who have computers go." Overall, distribution in both the record and the software industries is in a state of flux, with retail outlets and chains extorting more and more concessions (kickbacks) from distributors for shelf space. Mixman recently reached a distribution agreement with Graphix Zone, who, whatever the aesthetic problems of some of their own self-produced titles, seem to have a pretty awesome distribution network. In Europe, distribution will be handled by Richard Branson's new enterprise, V2 Records.

Among other promotional opportunities, remix contests seem like an obvious beginning. Mixman recently sponsored one with *Music & Computers* magazine, with a pretty stunning list of prizes. Warner Brothers is running a contest for the Rockers Hi-Fi release. Since the file sizes for saved mixes are so small (they're just the commands, not the data), there's no problem with posting hundreds, even thousands, of them on a Web site. Downloading the lot might take awhile but each one would take only a few seconds. Warner Brothers will actually go a step further, bringing the cyber world back to reality, and press what's "judged by your peers" to be the best mix on the next Rockers Hi-Fi single.

How New Media in all its guises and the music industry will interact is, of course, one of the great unknowns. Out of all the approaches I have seen to date, Mixman is the most promising at bringing a basic but expandable level of involvement and interactivity to people who may not be skilled in the traditional sense but have a desire to participate.

The music industry is a strange beast; it lumbers along apparently oblivious to changes, but then suddenly a new generation makes its voice heard and the beast sets off in a new direction—but still casting wistful glances over its shoulder towards the past. Mixman is in the right place to take advantage of some long overdue changes and has the right blend of old and new.

"Our goal," Josh proclaims, "is to have a Mixman section in every record store." Just as he was able to bend the image of two turntables and a mixer to his needs, he may well be able to bend the music industry to his vision. ■

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RESOURCES:

Mixman has three releases available: ***Spin Control***, ***Mixman***, and George Clinton's ***Greatest Funkin' Hits***. $39.95 list, from better-stocked record and software stores. For Windows machines only.
Demo versions and further info from *http://www.mixman.com* .

Mixman Technologies Inc.
850 Montgomery St., Ste. 350
San Francisco, CA 94133
(415)403-1380
http://www.mixman.com

***Mish Mash* by Rockers Hi-Fi**
available from record stores.

Submit entries to the remix contest before June 25 via email to *fuzzwalk@wbr.com*, *fuzzwalk@aol.com*, or via USPS to:
Rockers Hi-Fi Remix Contest
c/o Warner Brothers Records
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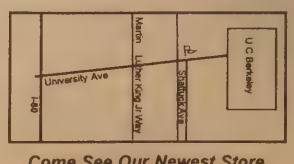

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- Microsoft Windows 95
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$929

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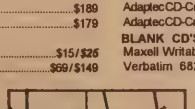

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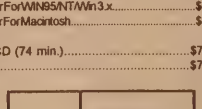

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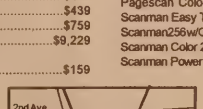

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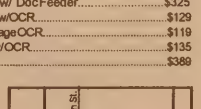

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- 8X CD ROM
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- Microsoft Windows 95
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- 256K Cache on CPU
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- 1.44 MB Floppy Drive
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- US Robotics 33.6i Fax/Modem
- 8 Speed CDROM
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- Microsoft Natural Keyboard
- ATX Medium Tower Case
- Microsoft Windows '95
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Upgrade

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- 32 Bit PCI IDE With HI Speed IO
- 3.2GB EIDE HD
- Diamond Stealth Video-VRAM 2MB
- 104-Key Keyboard
- 8 speed CD ROM
- Medium Tower Case w/230w P.S.
- Logitech Mouseman II
- Windows 95 CD

$1049

Upgrade

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- TO P166 ..... $155
- TO Pentium 200..... $285
- TO Pentium Pro 150..... $260

WIN-NT STATION

- MicroStar Triton VX w/ 512K PB
- Intel Pentium 120 CPU w/ Fan
- 16MB EDO RAM 60ns 72pin
- 1.44 MB Floppy Drive
- 32 BIT EIDE w/2S/1P/1G(16550)
- 1.7GB EIDE HD
- PCI w/1MB Video Card
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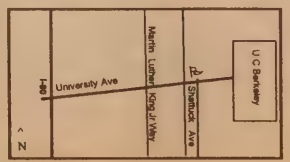

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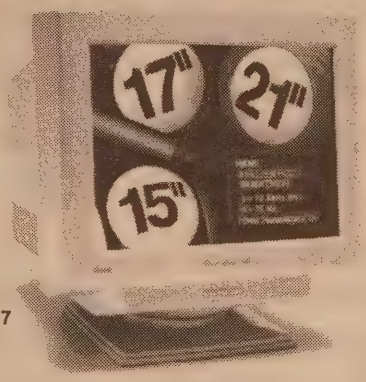

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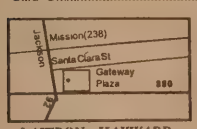

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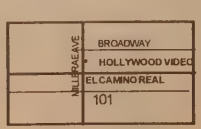

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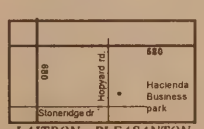

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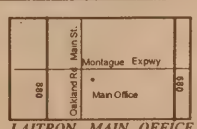

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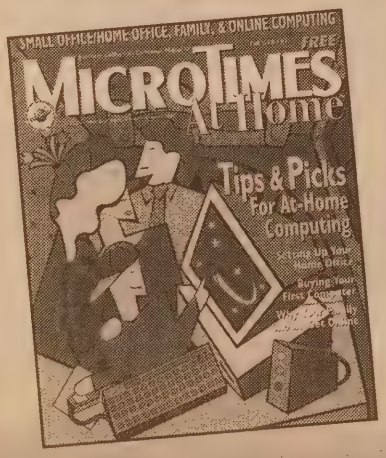

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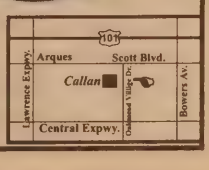

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April

April 30–May 2 Infobase '97. San Diego. Contact: 1-800-228-1091, or URL: *http://www.folio.com* .

May

May 4 Livermore Amateur Radio Klub (LARK) Swap Meet. Las Positas College, Livermore. LARK. Contact: (510)783-2803.

May 5 Software Licensing Agreements. Sunnyvale. Professional Learning Center. Contact: (714)725-0253, or URL: *http://www.info@plci.com* .

May 5–6 RF and Wireless Made Simple. Los Altos. Besser Associates. Contact: (415)949-3300.

May 5–6 Venture Market West. Monterey. The Red Herring. Contact: (415)865-2277 or URL: *http://www.herring.com/events* .

May 5–6 Web-Based Businesses. New York, NY. Business Development Associates, Inc. Contact: 1-800-394-9390, ext. 25, or *BDACCI@aol.com* .

May 5–9 Software Testing Analysis and Review (STAR '97). San Jose. Contact: 1-800-423-8378, *sqeinfo@sqe.com* , or URL: *http://www.sqe.com* .

May 6 Software Licensing Agreements. San Francisco. Professional Learning Center. Contact: (714)725-0253, or URL: *http://www.info@plci.com* .

May 4–7 Technical Association of the Graphic Arts (TAGA) '97. Quebec City, Quebec, Canada. Contact: (716)475-7470.

May 7–9 infoWARcon: Economic Espionage, CyberTerrorism, and Information Insurance. Brussels, Belgium. NCSA. Contact: 1-800-488-4595, ext. 3226, *iw97eu@ncsa.com* , or URL: *http://www.ncsa.com* .

May 8–9 Spring PowerBuilder Conference. San Francisco. Contact: (415)487-4302, *info@sfpbug.org* , or URL: *http://www.sfpbug.org* .

May 10–11 Be Developers Conference. Santa Clara. Be Inc., Power Computing Corp., and Metrowerks, Inc. Contact: URL: *http://www.be.com/developers/may_dev_conf* .

May 12–16 DB/EXPO '97. San Francisco. Contact: 1-800-2DB-EXPO, or URL: *http://www.DBEXPO.com* .

May 12–16 Applied RF and Wireless Techniques I. Los Altos. Besser Associates. Contact: (415)949-3300.

May 12–16 IFIP/IEEE International Symposium on Integrated Network Management '97 (IM '97). San Diego. Contact: Andrea Erickson, (301)913-9338, ext. 341 or *aerickson@conference.com* .

May 15–16 EM Field Simulator Made Practical. Los Altos. Besser Associates. Contact: (415)949-3300.

May 17 Computer Show. Santa Clara Fairgrounds. Contact: (415)493-8209 or URL: *http://www.inetbiz.com/pam* .

May 18–22 Computer Audit, Control and Security Conference (CACS '97). San Francisco. Contact: (847)253-1545, or URL: *http://www.isaca.org* .

May 19–20 Nonlinear RF Circuit Design/Modeling with Spice. Los Altos. Besser Associates. Contact: (415)949-3300.

May 19–20 How To Manage Software Company Growth. San Jose. Contact: 1-800-477-7359, *seminar@softwaresuccess.com* , or URL: *http://www.softwaresuccess.com* .

May 19–21 RF Productivity Improvement. Los Altos. Besser Associates. Contact: (415)949-3300.

May 19–22 PC Tech Forum: Winning Technology Strategies for Personal Computing. Burlingame. Contact: 1-800-527-0288, or URL: *http://www.chipanalyst.com/pctfnow* .

May 19–22 Desktop Video Conferencing (DVC) '97. San Jose. Contact: 1-800-227-1234 or URL: *http://www.bcr.com* .

May 21 The Future of Information Networking: Where Is It All Leading? San Francisco. Contact: Terri Truman, (415)345-5600, ext. 204, or *tkt@hallkinion.com* .

May 21–23 Digital Signal Processing. Los Altos. Besser Associates. Contact: (415)949-3300.

MAY 12–15, 1997

Claris Solutions Conference

SAN JOSE

With "Simply Better Solutions" as this year's theme, the Claris Solutions Conference promises to provide training and education for software developers, consultants, trainers and users. Benefiting independent and in-house developers and consultants as well as users of all levels, the conference will cover all key Claris software applications, including FileMaker Pro 3.0 for Windows 95, Windows NT, Windows 3.1 and Mac OS, Claris Home Page, Claris Emailer 2.0 for Mac OS and ClarisWorks 4.0 for Windows 95 and Mac OS and Windows. Many of the sessions will focus on how users and developers can Web-enable Claris software applications. The conference will also feature a Claris Solutions Product Fair showcasing leading custom Claris solutions available from third-party developers, along with seminars designed to help independent consultants and developers be more successful in managing and marketing their businesses. To register for the Claris Solutions Conference or for more information, call (415)566-7577 or URL: *http://www.claris.com/solutionsconference* .

MAY 21

Where Is It All Leading? The Future of Information Networking

SOUTH SAN FRANCISCO

This free event will focus on the future of computer information networks, including the Internet. The seminar will feature Professor Jean Walrand from the University of California at Berkeley's Department of Electrical Engineering and Computer Sciences, as well as Professor Nick McKeown from the Stanford University Department of Computer Science. The event will be held from 6:30 pm to 8:30 pm, and a raffle will be held. All attendees must RSVP in order to reserve seating via email at *tkt@hallkinion.com* or call (415)345-5600, ext. 204.

MAY 31

1997 Annual CSPA Conference: "Emerging Platforms for Connectivity and Interactivity"

PALO ALTO

The Chinese Software Professionals Association (CSPA) will be holding its 1997 Annual Conference, "Emerging Platforms for Connectivity and Interactivity," on May 31st at Stanford University. Speakers include Chris Shipley, publisher of DemoLetter, Alain Rossmann, CEO of Unwired Planet, Greg Hassett, co-founder and CTO of Pointcast, and Elliot Broadwin, CEO of Thomson Sun Interactive. For more information, contact URL: *http://www.cspa.com/conf97*.

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May 3rd & May 31st

Cow Palace

May 24th & June 14th

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Resources

Calendar Of Events *continued...*

May 24 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-346-0100 or URL: *http://www.robertaustin.com*.

May 27–30 The Tenth International Software Quality Week. San Francisco. Contact: 1-800-942-SOFT, *qw@soft.com*, or URL: *http://www.soft.com*.

May 28–30 Forum for Handheld Computing in Healthcare. Boston, MA. Contact: (415)252-8008, *info@wmsltd.com* or URL: *http://www.pda-expo.com*.

May 28–30 Next-Generation Telephony: Voice, Data, Fax, and Video over the Internet—Opportunity, or Threat? San Francisco. Contact: 1-800-822-MEET, or *conferences@brp.com*.

May 31 Robert Austin Computer Show. Oakland. Robert Austin Corp. Contact: 1-800-346-0100 or URL: *http://www.robertaustin.com*.

June

June 1 Livermore Amateur Radio Klub (LARK) Swap Meet. Las Positas College, Livermore. LARK. Contact: (510)783-2803.

June 1–5 1997 ICA Annual SuperConference. New Orleans, LA. Contact: 1-800-422-4636, ext. 138.

June 4–5 Storage Track Conference. San Francisco. Dataquest. Contact: (714)476-9117, or URL: *http://www.dataquest.com*.

June 8–12 International Conference on Communications (ICC) '97. Montreal, Quebec. Contact: (905)615-6660, or *johnst@stentor.ca*.

June 11–13 Netscape Developer Conference. San Jose. Contact: 1-888-283-0687 or URL: *http://developer.netscape.com/devcon/*.

June 14 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-346-0100 or URL: *http://www.robertaustin.com*.

June 16–19 Third Conference on Object-Oriented Technologies and Systems (COOTS '97). San Diego. Contact: (714)588-8649, *conference@usenix.org*, or URL: *http://www.usenix.org*.

June 1719 DCI's Data Warehouse World OLAP Forum. Santa Clara. DCI. Contact: (508)470-3870.

June 21 Robert Austin Computer Show. Oakland. Robert Austin Corp. Contact: 1-800-346-0100 or URL: *http://www.robertaustin.com*.

June 21 Computer Show. Santa Clara Fairgrounds. Contact: (415)493-8209 or URL: *http://www.inetbiz.com/pam*.

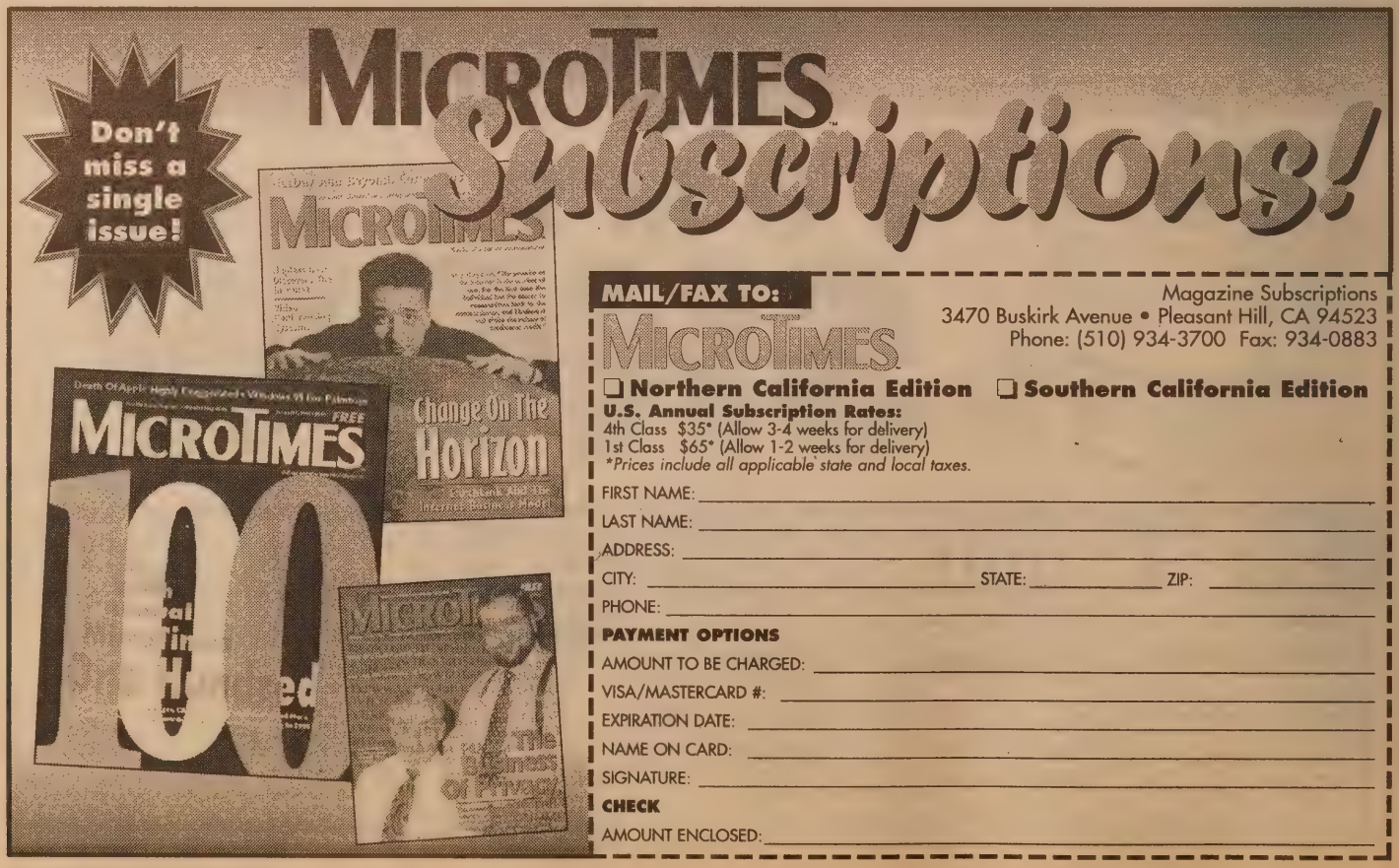
June 23–27 ATM Year '97. San Jose. Contact: 1-800-200-4884 or URL: *http://www.tticom.com/atmyear97*.

June 25–27 Software Testing and Quality Assurance. San Francisco. UC Berkeley Extension. Contact: (510)643-1492.

June 26–28 MacHack Conference. Dearborn, MI. Contact: URL: *http://www.machack.com/97/*.

June 30–July 1 Enterprise Outlook. Burlingame. Contact: (212)343-1900, or URL: *http://www.tpsite.com*.

June 30–July 2 Potlatch National Educational Computing Conference (NECC) '97. Seattle, WA. Contact: 1-800-280-6218, *necc97@wce.wwu.edu*, or URL: *http://www.wce.wwu.edu/necc97*.



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MF8221E 21" 1600x1200, Flt. Scr.....$1465
MT9021E 21" Trinitron Tube Flt.Scr....$1575

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M500 15" 1024x768 Buit in SP .25mm..$440
XV15+ 15" 1024x768 @76Hz.....$450
XV17+ 17" 1024x768 @ 76Hz.....$750
M700 17" 1024x768 @ 76Hz.25mm.....$760
XP 17 17" w/ OptiClear Surface.....$1010
XE 21 21" 1280x1024 @ 76Hz.....$call
XP 21 21" w/ OptiClear Surface.....$call

SONY

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CPD 15SF-2 15" SVGA, .25dpi.....$435
CPD 200SF/SX 17" SVGA,.25dpi..$775/695
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GDM 20SF2 20" State of the Art.....$1790

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17GS 17" 1280x1024 Flat Scr.....$605
17PS 17" 1600x1280 .25dpi.....$695
P815 21" 1800x1440, ...$1890
PT810 21" 1600x1280.....$1595

AcER

34T 14" 1024x768 N-I .28dpi.....$210
55L 15" 1024x768 N-I.....$289
56E 15" 1280x1024 Flt-Scr.....$315
76IE 17" 1280x1024 .27dpi.....$525
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VIDEO CARDS

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Stealth 3D 2000 2MB DRAM PCI.....$110
Stealth 64 2500 1MB DRAM PCI.....$65
Stealth 64 Video 2MB VRAM PCI.....$135
Stealth 3D 3000 2MB VRAM PCI.....$185
Stealth 3000 2MB VRAM UPGRADES.....**$75**

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MGA Millennium 6/8MB WRAM..$285/call
MGA Mystique 2/4MB SGRAM...$148/215

3D BLASTER

CreativeLabs 3D Blaster PCI VIdeo Card...$99

HARD DRIVES

FUJITSU

M1636TAU 1.2GB EIDE 10ms seek..$180
M1623TAU 1.7GB EIDE 10ms seek..$195
M1638TAU 2.5GB EIDE 10ms seek..$240

Maxtor

71670AP 1.6GB Enhanced IDE $210
72004AP 2.0GB Enhanced IDE<12ms...$245
85120A8 5.1GB Enhanced IDE Drive....$465

Quantum

1280ATF 1.2GB Fireball EIDE 12ms.....$195
2550AT 2.5GB EIDE Hard Drive.....$265
TM33200 3.2GB EIDE HD.....$345
TM2110S 2.1GB SCSI-II HD.....$359

Seagate

ST31621A 1.6GB EIDE Hard Drive.....$215
ST32132A 2.1GB EIDE Hard Drive.....$259
ST32155N 2.1GB 9ms Ultra SCSI.....$call
ST32155W 2.1GB 9ms Wide SCSI.....$565
ST15150N 4.3GB SCSI-II 8ms.....$call
ST19171W 9GB Ultra Wide SCSI HD...$call

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21200 1.2GB EIDE Hard Drive.....$199
21600 1.6GB EIDE Hard Drive.....$220
22100 2.1GB EIDE Hard Drive.....$252
32500 2.5GB EIDE Hard Drive.....$280
33100 3.1GB EIDE Hard Drive.....$310

POINTING DEVICES

Microsoft Mouse II OEM Serial.....$26
Microsoft Mouse II OEM Bus.....$75
Logitech MouseMan 3 Buttons/Sensa.$27/35
Logitech Trackball Marble $64
Mitsumi 2 Buttons MS Compatible.....$9

HARD DISK CONTROLLERS

ADAPTEC 1522A 16Bit SCSI Card.....$79
ADAPTEC 1542CF 16Bit SCSI-II..... $170
ADAPTEC 2940 PCI SCSI-II (OEM)... $180
ADAPTEC 2842A VLB Fast SCSI-II.....$call
ADAPTEC 2940 PCI Wide SCSI..... $169
ADAPTEC 3940W Wide Dual Chn.PCI.$367
ADAPTEC APA-1460 SCSI SlimPCMCIA$187
PROMISE EIDE4030+ VLBCache w/IO's$120
PROMISE DC4030VL CacheVLB Ctrl.$call
PROMISE DC5030 PCI-EIDE Cache Ctrl. $call
PROMISE EIDE for ISA (Blt-In BIOS)..$40
PROMISE 2300+ EIDE VLB...(W/BIOS..$55
DTC VLB EIDE w/16550 IOs.....$34

REMOVABLE STORAGE

Iomega ZIP100 Parallel 100MB Drive...$135
Iomega ZIP100 SCSI 100MB Drive.....$184
Iomega JAZ SCSI 1GB Drive/Ext...$395/495
SyQuest EZ135 SCSI 135M Ext.TpDrv..$139
Yamaha CDR100PC 4X read & write...$140
Yamaha CDR102PC 4X read & write...$698
Sony SPRESSA9411 4X read 2X write...$call
Plextor PLEXWRITER 4X read 2Xwr..$call
HP Suretore 4020I 4X read 2X write.....$599

FLOPPY DRIVES

Mitsumi 1.2MB 1.2"/1.44MB 3.5" $38/28
TEAC 1.2MB 1.2"/1.44MB 3.5" $40/30

CD-ROM DRIVES

Acer 18X EIDE CD-rom Drive.....CALL
TEAC 8X EIDE CD-ROM.....$85
TEAC 4x4 CD-Writer Internal.....$795
Mitsumi 8X EIDE CD-ROM.....$85
Hitachi 8X EIDE CD-ROM.....$85
Panasonic 8X EIDE CD-ROM.....$85
Panasonic 12X SCSI CD-ROM.....$190
Mitsumi/Teac 12X EIDE $105
Toshiba 12X EIDE CD-ROM.....$105
Mitsumi 16X EIDE CD-ROM.....$165

TAPE BACKUP

Exabyte Eagle Nest TR-3 4.4GB.....$209
Colorado T1000 800MB Int/Ext....$127/$185
Colorado T3000 3.2GB Travan.....$195
Colorado T4000S 8GB SCSI.....$385
Iomega Ditto 800MB/2GB.....$110/$149

FAX / MODEMS

Acer America 33.6K FaxModem.....$83
Cardinal 33.6K P- N- P FaxModem.....$125
Cardinal 33.6K Windows FaxModem.....$95
Cardinal 128K ISDN Modem.....$198
Impressions 33.6K FaxModem Int w/Vo..$79
Practical Peripherals 33.6 Int/Ext..$135/175
US Robotics BIG Picture Video kit.....$365
US Robotics PCMCIA 28.8K Dataview.$279
US Robotics VI 56K P-N-P External.....$call
US Robotics VI 56K P-N-P Internal.....$169
US Robotics VI 33.6K Voice Internal.....$160
US Robotics 33.6k Int/Ext.....$145/165
US Robotics Sportster 128K ISDN Int..$319
US Robotics Courier I- ISDN/ v34.....$565
US Robotics PCMCIA 14400.....$99
Diamond SupraExpress 33.6K Internal.$129
Diamond NetCommander ISDN Int.....$249
Motorola Bitsurfer Pro ISDN Int/Ext....$call
Motorola PCMCIA Cellular Modem.....$220
Motorola MdmSurf 28.8 Int/Ext.....$115/135
MegaHertz Xj3288 PCMCIA 28,8 F/M.$190

CASES with POWER SUPPLY

AT Desktop case w/ 230 Watt UL P.S $40
Mini Tower case w/ 230 Watt UL P.S $40
Med.Tower 230W /ATX-250W.....$57/$95
Full Tower case w/ 250Watt UL P.S $80
Super Full Tower Case w/ 2 side doors, dual fan w/ 300Watt UL Power Supply $155

KEYBOARDS

Mitsumi104 Win95 Keyboard.....$15
KeyTronic 104 Win95 Keyboard.....$29
Focus 2001 101 Keyboard (blk).....$35
MicroSoft Natural KeyBoard.....$69
Maxiswitch 101 Enhanced.....$27

MULTIMEDIA

CREATIVE

Sound Blaster32 oem/reg $99/135
Sound Blaster AWE32/AWE64.....$180/195
Sound Blaster 16 oem Sound Card.....$59
ShareVisionPC3000(vid,camera,modem)$call
Wave Blaster-II wavetable w/ Software...$call
Sound Blaster Spkrs SBS380.....$70

YAMAHA

YST-M7 Spkrs 5Wx2, DualInputs.....$46
YST-M15 Spkrs 10Wx2, HDPhnsOut.....$75
YST-MSW10 25W Subwoofer.....$110
SYSTEM 45 YST-MSW10+YST-M15...$190
SYSTEM 35 YST-MSW10+YST-M5.....$154

MULTIMEDIA PACKAGES

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* 8X CD-ROM, Sound Blaster 32, 12 titles of software, amplified speakers (Retail box)
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Pentium® Pro 200 512K cache.....**$call**
Pentium® Pro 200 256K cache.....**$765**
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Pentium® 200 w/MMX™ Technology....$590
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Pentium® 166 w/MMX™ Technology....$425
Pentium® 166 .....$360
Pentium® 150 .....$255
Pentium® 133 .....$235
Pentium® 120 .....$205
AMD K5-PR166 .....$240
AMD K5-PR133 .....$179
AMD K5-PR100 .....$169
AMD K5-PR75 .....$155
Cyrix 6x86 P166+.....$270
Cyrix 6x86 P166+.....$230
AMD 5x86-133-P75.....$140
All Motherboards feature 2 built-in high speed serial ports, 1 parallel port, and 2 EIDE controllers.
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Memory
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Sound Blaster AWE 64 $175
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iomega zip Drive $135
(Parallel interface)

COMPLETE SYSTEMS

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* INTEL PENTIUM® Processor.
* ASUS MB w/ Intel Triton II Chipset
* 512K Pipeline cache
* 32MB EDO RAM 60ns.
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* PCI Diamond Stealth 3000 3D 2MB VRAM (64Bit Graph. 16.7MB Colors.)
* Sound Blaster 16 PnP
* Yamaha M7 Amplified Speakers
* US Robotics 33.6K Fax Modem .
* Mid Tower Case
* Microsoft Mouse
* Keytronic 104 Enhanced Keyboard

Pentium Pro 200MHz 256K.....$1760
P5-200MHz / MMX .....$1570 / $1650
P5-166MHz / MMX.....$1420/ $1485
P5-150MHz.....$1315
P5-133MHz.....$1295
Monitor Not Included

WINDOWS 95 SYSTEM

* MicroStar MB W/ Intel Triton chipset
* 256K Pipeline Cache
* 16MB EDO RAM 60ns.
* 1.7GB EIDE Hard Drive.
* EIDE 8X CD-ROM
* Sound Blaster 16 PnP
* Amplified Stereo Speakers
* 1.44Mb Floppy Drive.
* PCI 32BIT EIDE w/ (2)16550 I.O.'s (1)Par.
* PCI Diamond Stealth 64 Video Card 2MB DRAM (64Bit Graph. 16.7MBColors.)
* Mini Tower Case with 230 Watt P.S.
* Microsoft Mouse
* Keytronic 104 WIN95 Keyboard
* Windows95 w/ Manual and Registration

Intel P5-200MHz.....$1185
Intel P5-166MHz.....$1035
Intel P5-150MHz.....$930
Intel P5-133MHz.....$910
Intel P5-120MHz.....$880
AMD K-5 P166.....$915
AMD K-5 P133.....$855
Cyrix 6x86-200Plus $945
Cyrix 6x86-166Plus.....$905

Monitor Not Included

WINDOWS 95 BASIC

* Microstar MB w/ Intel Triton chipset.
* 256K Pipelined Cache Memory.
* 8MB RAM (expandable to 128MB) .
* 1.7GB IDE Hard Drive
* 1.44MB Floppy Drive
* 32Bit EIDE w/ 16550uart IOs
* PCI Video Card w/ 1MB RAM
* 14" Impression SVGA .28dpi N-I Monitor
* Mini Tower Case with 230 Watt P.S.
* 3 Button Mouse/ 104 Enhanced Keyboard

PENTIUM 166MHz.....$905
PENTIUM® 150MHz.....$800
PENTIUM® 133MHz.....$780
PENTIUM® 120MHz.....$750
AMD 5K-166MHZ.....$785
AMD 5K-133MHZ.....$725

NET SURFER SPECIALS

* MicroStar MB w/ Intel Triton chipset
* 16MB RAM
* 1.7GB EIDE Hard Drive
* 1.44MB Floppy Drive
* 32Bit EIDE w/ 16550uart IOs
* PCI Video Card w/ 2MB RAM
* 14" Impression SVGA .28dpi N-I Monitor
* 33.6K Internal Fax/Modem
* Mini Tower Case with 230 Watt P.S.
* 3 Button mouse/104 Keyboard

PENTIUM 300MHz.....$1185
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PENTIUM® 150MHz.....$930
PENTIUM® 133MHz.....$910
PENTIUM® 120MHz.....$880
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Cyrix 6x86-P166.....$925
AMD 5k86K5-P166.....$915
AMD 5k86K5-P133.....$855

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Calendar Of Events *continued...*

Classes, Seminars, Workshops

April

April 28 Publish the Net 8: Setting Up and Managing a Macintosh Web Site Server. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

April 28 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

April 28 Director III: Shockwave. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

April 28 QuarkXPress 3. San Jose. Computer Training Consultants. Contact: (408)241-3200.

April 28 Introduction to JavaScript Programming. Campbell. DeVries Data Systems, Inc. Contact: (408)866-8033.

April 29 Intermediate Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

April 29 Advanced Microsoft Word. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

April 29–30 Netscape LiveWirePro Workshop. Campbell. DeVries Data Systems, Inc. Contact: (408)866-8033.

April 30 Introduction to PowerPoint. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May

May 1 Word 6 for the Mac. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 1 World Wide Web – It's Browsers and Pages. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 2 How to Use Netscape, Pt. I. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 3 Introduction to Illustrator. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

May 4 Pagemaker 6. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 5 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

May 5 Paradox 7 and 5. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 5 Introduction to Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

May 5 Word 6.0, 7.0, and Version 97. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

May 5 Introduction to VRML, Java and JavaScript. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 5–7 Photoshop Basic. San Francisco. Photo Metro Digital Workshops. Contact: (415)243-9917, *jo@idiom.com* , or URL: *http://www.photometro.com* .

May 5–8 AutoCAD R13 Fundamentals Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

May 6 FileMaker Pro 3. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 6 Photoshop 4.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

May 6 Introduction to Web Graphics. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 7–10 PCB Design for Digital Electronics Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

May 7 Making Web Pages – Imagemaps. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 8 FrameMaker 5. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 8 Hands-On Java Programming – Getting Started With Applets. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 9 PowerPoint 4. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 9 Intermediate Excel for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

May 9 Adding Java Script to Web Pages. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 10 Introduction to Photoshop. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

May 12 Publish the Net 9: Setting Up Listserves on a Macintosh Web Site Server. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

May 12 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

May 12 Navigating the Net. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 12–14 Fundamentals of Visual Basic 4.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

May 12–15 AutoCAD R13 Advanced Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

May 13 Advanced Illustrator. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

May 13 Windows 95. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 13 Access 2.0, 7.0, and Version 97. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

May 13 Introduction to Excel. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 14 Pagemaker. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

May 14 Excel 97, Excel 7 and Excel 5. San Jose. Computer Training Consultants. Contact: (408)241-3200.

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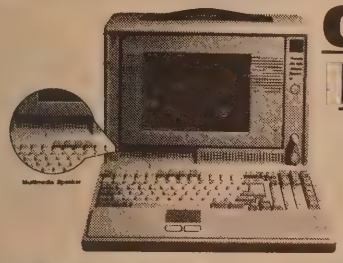

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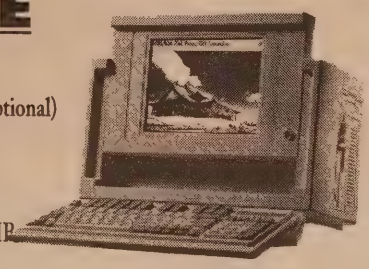

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May 14 Lotus 1-2-3. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

May 14 Information Retrieval on the Internet. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 14–16 Illustrator. San Francisco. Photo Metro Digital Workshops. Contact: (415)243-9917, *jo@idiom.com* , or URL: *http://www.photometro.com* .

May 15 Intro to Windows 3.1/95/97. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

May 15 Word 97, Word 7, and Word 6. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 15 Introduction to PowerPoint for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

May 15 Developing a Presence on the Internet. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 16 PowerPoint 4.0, 7.0, and Version 97. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

May 17 PowerPoint 97, PowerPoint 7, and PowerPoint 4. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 17 High-Tech Mergers, Acquisitions, and IPOs. San Jose. The Center for Software Development. Contact: (408)494-8378.

May 17 Introduction to HTML. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 19 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

May 19 Act! 3 and 2. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 19–22 AutoCAD R13 3D Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

May 19–23 System Administration for Windows NT Workstation. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

May 20 FileMaker Pro 3. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 20 Intermediate Excel for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

May 20 Project 4.0, 5.0, and Version 97. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

May 20 Introduction to Microsoft Word. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 21 Photoshop 4 and 3 for the Mac. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 21 Software Forum Dinner Meeting featuring Eric Greenber of Silicon Valley Internet Partners. Palo Alto. Software Forum. Contact: (415)854-7219.

May 21 Information Retrieval on the Internet. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 21–23 QuarkXPress. San Francisco. Photo Metro Digital Workshops. Contact: (415)243-9917, *jo@idiom.com* , or URL: *http://www.photometro.com* .

May 22 PageMaker 6. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 23 How to Teach Internet. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 24 Advanced Photoshop. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

May 24 Windows NT 4 Server. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 24 Creating Web Graphics Using Adobe. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 26 Free Microsoft Exchange Presentation. San Jose. Contact: (408)281-5818.

May 26 Publisher 97. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 26 File Transfer on the Internet. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 27 Developing Web Pages. San Francisco. Webster Institute of Technical Skills. Contact: (415)242-1222 or URL: *http://www.techwriters.com/* .

May 27 Advanced Microsoft Word. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 27–29 Avid Media Composer for Assistant Editors. Contact: (415)861-3282.

May 28 Intermediate WordPerfect for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

May 28 Making Web Pages – Imagemaps. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 29 Quicken. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 29 Hands-On Java Programming – Getting Started with Applets. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 29–30 Photoshop Advanced. San Francisco. Photo Metro Digital Workshops. Contact: (415)243-9917, *jo@idiom.com* , or URL: *http://www.photometro.com* .

May 30 Books and Bytes. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

May 30 Designing Effective Web Sites. San Jose. Computer Training Consultants. Contact: (408)241-3200.

May 30 Adding Java Script to Web Pages. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 31 Creating More Web Graphics Using Adobe. Menlo Park. Computer College of Silicon Valley. Contact: (415)325-3648, or *ccsv@ccsv.com* .

May 31–June 1 Photoshop for Mediamakers. Contact: (415)861-3282.

June

June 2 Director I: Introduction. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

June 2 Project 4.0, 5.0, and Version 97. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

June 2–5 AutoCAD R13 Fundamentals Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

June 3 Developing Web Pages. San Francisco. Webster Institute of Technical Skills. Contact: (415)242-1222 or URL: *http://www.techwriters.com/* .

June 3 Intro to Windows 3.1/95/97. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

June 4 Lotus 1-2-3. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

June 5 Windows 95. San Jose. Computer Training Consultants. Contact: (408)241-3200.

June 4–6 Photoshop Basic. San Francisco. Photo Metro Digital Workshops. Contact: (415)243-9917, *jo@idiom.com* , or URL: *http://www.photometro.com* .

continued on page 261

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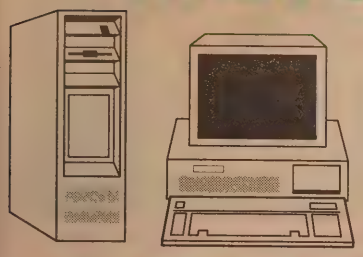

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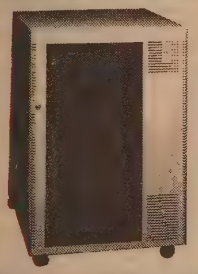

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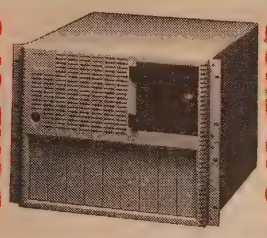

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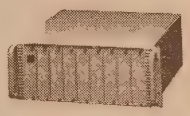

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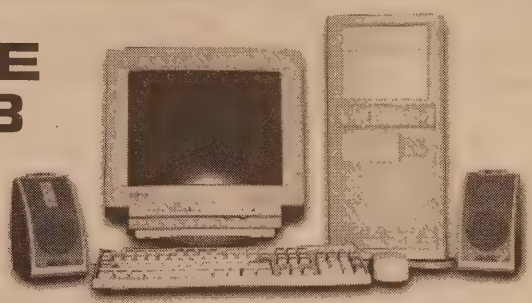

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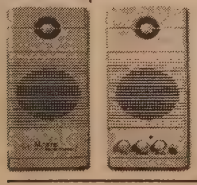

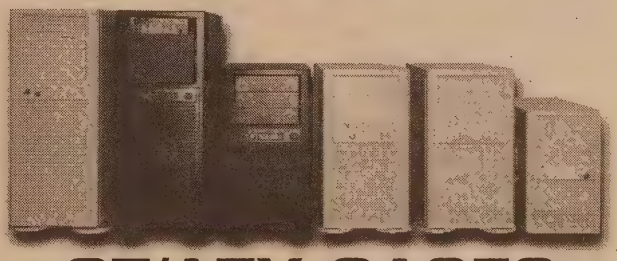

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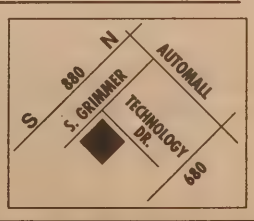

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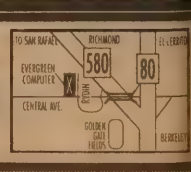

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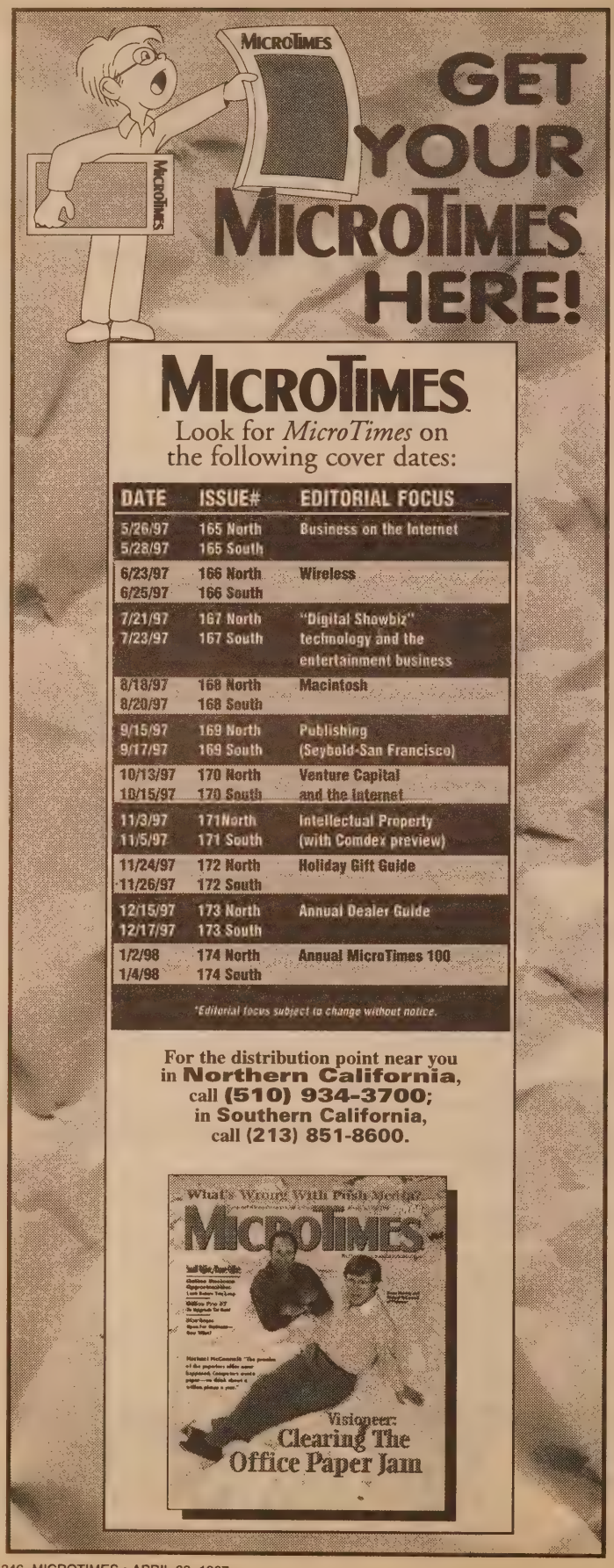
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Business Solutions

Telecommuting *continued from page 62*

That people might become unavailable for time-honored meetings is one big reason why so many managers have been reluctant to sanction "working at home." But the proof is readily available for anyone willing to see—well over 80% of meetings can be handled as well as, or better than, face-to-face interactions through email, telephone, fax, and various forms of conferencing. When necessary, it's easy to reschedule a particular meeting to accommodate the non-travel schedules of the organization's telecommuters.

Numerical or financial calculations—Another mainstay of most organizations, calculations are rarely done collaboratively. Most people charged with this work devote solitary hours and days to it. Oh, they may coordinate with others, divide a mountain of work among team members, and compare or compile their results to complete the overall project. But the central aspect of their mental and physical work can easily be done as a telecommuter.

Job titles don't tell you much about whether or not a person can effectively accomplish his or her work as a telecommuter. What really matters is whether or not the individual engages in work that ***can be handled at a distance from the main office.***

Project analysis or management—Much of project management work certainly involves face-to-face contact with the project team. But there are other tasks—the planning, record-keeping, and reporting, as well as the tracking of resources and progress—that don't require the presence of others and, in fact, go better with fewer interruptions. Solution: send the work out to be done by a telecommuter.

Sales or contact work—Traveling salespeople are well-respected for staying out of the central office. But many other kinds of sales and customer contacts can also be handled from home or a telecommuting work center. Doing this work without physically traveling to the office offers many important advantages, too, such as the enhanced flexibility to make contact with people in different time zones.

With all these examples on display, it should be obvious that job titles don't tell you much about whether or not a person can effectively accomplish his or her work as a telecommuter. What really matters is whether or not the individual engages in work that can be handled at a distance from the main office. The answer is almost always "yes." That's because almost every position today involves some tasks that are perfectly appropriate for telecommuting.

The trick is simply to re-organize each job so the telecommuting-appropriate tasks are gathered together to fill one or more days of the week. Then it can make sense for the person doing that job to telecommute on those days, and continue to come into the office the other days. ■

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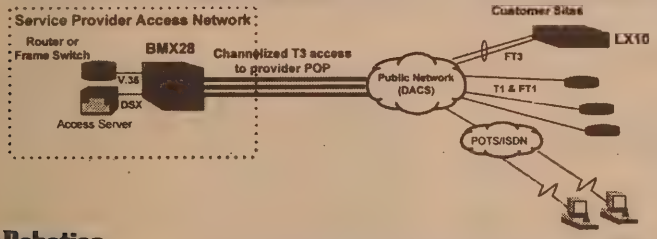

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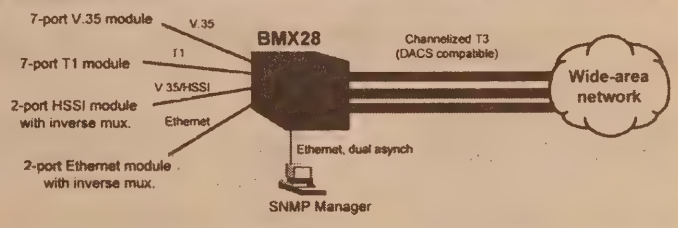

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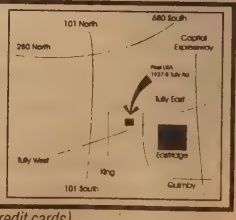

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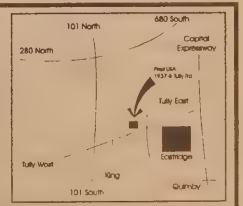

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continued from page 242

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AWEST–Amiga Users In SF. Meetings: 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission St. (near Ocean), San Francisco. Call: (415)441-1120. [Exp.#166.]

RE-Amiga—Redwood Empire Amiga Users Group. Meetings: 3rd Sun., 6:00 pm, 2749 Guerneville Rd., Santa Rosa. Call: Jackie, (707) 571-8474, mail: P.O. Box 7578, Santa Rosa, CA 95407. [Exp.#166.]

TOGA–The Other Group Of Amigoids. Meetings: 4th Sat., 12:30 pm, Milpitas Community Library Meeting Room, 40 N. Milpitas Blvd., Milpitas. An informal group to share ideas, PD software, and information. Free. Contact: Randy Abel, (408)356-9405 or *rabel1@dsp.com* ; or Warren Burnham, (408) 252-3406 or *wburn46506 @aol.com* . [Exp.#166.]

ATARI

ABACUS–Atari Bay Area Computer Users Society. Meetings: 1st Sat., 1:00 pm, Potrero Branch Public Library, 2nd floor, 1616 20th St., San Francisco. Supporting all Atari computers and video games systems. Call: Roger Sinasohn, (415)469-7924, BBS (415)564-8062. [Exp.#166.]

San Leandro Computer Club. Meetings: 1st Tues., 8:00 pm, San Leandro Main Library, Estudillo Room, 300 Estudillo Ave. Call: Robbie, (510)797-5636. [Exp.#166.]

COMMODORE

CHUG (Commodore Hayward User Group). Meetings: 2nd Sat., 2:00 pm, Palma Ceia Park Clubhouse, Hayward. Commodore 64 and 128 owners are welcome to attend. Call: (510)793-7868. [Exp.#168.]

CWEST–Commodore 64/128 Users In SF. 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission (near Ocean), San Francisco. Call: (415)441-1120. [Exp.#166.]

Diablo Valley Commodore Users Group. Meetings: 3rd Thurs., 7:00 pm, Clayton Valley Presbyterian Church, 1748 Kirker Pass Rd., Clayton. Call: (510)689-3224. [Exp.#168.]

FUNHUG (Fremont, Union City, Newark, Hayward User Group). Meetings: 3rd Thurs., 7:30 pm, Newark Public Library, 6300 Civic Terrace Ave., Newark. For the Commodore 64/128 computer. Call: (510)793-7868. [Exp.#165.]

IBM AND COMPATIBLES

AT&T Computer Users Group. Meetings: 1st Wed., 7:00 pm, 50 Fremont St., 40th Floor (near 1st and Mission), San Francisco. Demonstrations, technical support, informal discussion. Call: (415)885-6631. [Exp.#169.]

Berkeley PC Users Group—BPCUG. Meetings: 2nd and 4th Tues., 7:00 pm, Winner's Circle Systems, 2618 Telegraph Ave., Berkeley. Public domain library, newsletter, and separate Beginners Special Interest Group meeting. Contact: Mel Mann, (510)526-4033. [Exp.#166.]

Business Operations SIG of the Software Forum. Meetings: 1st Tues., 7:00 pm, Center for Software Development, 111 W. St. John St., Ste. 200, San Jose. Contact: Brian Tien, *briantien@aol.com* . [Exp.#165.]

East Bay FOG. Meetings: 2nd Wed., 7:30 pm, Episcopal Church of St. John-in-Montclair, 1707 Gouldin Rd., Oakland. All microcomputers, MS-DOS, CP/M. Call: (510) 653-2627, 8 am–10 pm. [Exp.#169.]

Golden Gate Computer Society. Meetings: 4th Mon., 7:00 pm, San Rafael Community Center, 618 B St., San Rafael. Free intro to computers class at 6:00 pm. Call: (415)454-5556, or URL: *http://www.ggcs.org* . [Exp.#166.]

Napa Valley PC Users Group. Meetings: 2nd Wed., 7:30 pm. Guests welcome. Call: Lee Schwab, (707)257-2675 or *editor@nvpcug.org* , or URL: *http://nvpcug.org/ ~nvpcug/* for details and location. [Exp.#166.]

PC Clubhouse. Meetings: 1st Fri., 7:30 pm, swap at 7:00 pm, Meiklejohn Hall, Room 2002 (inside 1009), CSU Hayward. Share knowledge and PD/shareware, mentor assistance, SIGs. Call: (510)276-6450 or 538-2449. [Exp.#168.]

PC Users Group Of The Redwoods. Meetings: 2nd Thurs., 6:30 pm, Santa Rosa Veteran's Memorial Building, East Dining Room, Maple Ave., Santa Rosa. Call: (707)527-USER; or *info@sonic.net* , or URL: *http://pcugf. pcugr.org* . [Exp.#169.]

Peninsula Computer Club. Meetings: 2nd Thurs., 7:30 pm, 222 Laurel St., San Carlos. DOS and CP/M libraries. Call: (415)593-9981, BBS (415)571-9259, or *larryw 3553@aol.com* [Exp.#168.]

San Francisco Business Computers. Meetings: 4th Tues., 5:30 pm, 110 Pacific, #153, San Francisco. For people who use computers in their work. Visitors $10. Call: (415)788-5338 or *sfbc @juno.com* . [Exp.#169.]

San Francisco PC Users Group. Meetings: 3rd Tues., 7:30 pm, PUC Auditorium, 505 Van Ness Ave./McAllister. Presentations, Q&A sessions. Call: Jerry Stern, (415) 572-1100 or 777-1332 for recorded events message. URL: *http://www.sfpcug. org/~group* . [Exp.#169.]

INTERNATIONAL

International Macintosh Users Group (IMUG). Meetings: 3rd Thurs., 7:00 pm, Adobe Systems Headquarters, 345 Park Ave., San Jose. A forum for multilingual/multi-script computing. $2; free for IMUG members. Call: Roger Sherman, (415) 859-5146. [Exp.#166.]

International Software SIG Of the Software Forum. Meetings: 3rd Mon., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. A-2, Palo Alto. $10. Contact: Charlie Pfefferkorn, *charl iep@crystal-media.com* . [Exp.#165.]

INTERNET

Bay Area Internet User's Group (BAIUG). Meetings: 1st Weds., Novell Seminar Room, Bldg. 4 Embarcadero Center, Ste. 540, San Francisco. Contact: Ed Reiss, (510)204-9869, or Ted Resnick (415)703-0051, or URL: *http:// www.baiug.org* . [Exp.#165.]

Internet Database SIG of the Association of Database Developers (ADD). Meetings: 3rd Weds., San Francisco. Focuses on how to integrate databases into Web sites. Contact: Patrick Lynch, (510)482-5329, *patl@ a.crl.com* , or URL: *http:// ram.clearink.com/sig/* . [Exp.#165.]

Internet SIG Of The Software Forum. Meetings: 2nd Wed., 7:00 pm, DEC Auditorium, 130 Lytton Ave., Palo Alto. Contact: Dave McClure, *daveaslan @msn.com* . [Exp.#165.]

LEGAL

SF Bar Assoc. WordPerfect User Group. Meetings: 3rd Wed. odd-numbered months, noon, 465 California St., 11th floor, Boardroom. Chair: Al Buchignani. Call: (415) 421-5650. [Exp.#169.]

MACINTOSH

Association Of A32 Users. Meetings: 2nd Sat., 10:00 am, Sunnyvale Community Center Arboretum, 550 E. Remington Ave. (near corner of El Camino and Fair Oaks). Q&A session; guest speakers and vendor demonstrations; shareware, freeware, and PD software disks. Call: (408)263-0398. [Exp.#166.]

BMUG User Group. Meetings: every Thurs., 6:30 pm, BMUG, 2055 Center St., Berkeley. Q&A, vendor demo and raffle. Free. Contact: (510) 549-2684. [Exp.#168.]

BMUG User Group (San Francisco). Meetings: last Mon., 6:30 pm, McBean Theater in the Exploratorium. Q&A, vendor demo and raffle. Free. Contact: (510)549-2684. [Exp.#168.]

BMUG User Group (South Bay). Meetings: 3rd Mon., 7:00 pm, Apple Town Hall, Cupertino. Q&A, vendor demo and raffle. Free. Contact: (510) 549-2684. [Exp.#168.]

Diablo Valley Macintosh User Group (DVMUG). Meetings: 3rd Tues., 6:30 pm, Bancroft School, Multi-Purpose Room, 2200 Parish Dr., Walnut Creek. Get together with Mac and Performa users. Many SIG meetings. Call: (510)938-4544. [Exp.#165.]

Macintosh Users Group of the Napa Valley. Meetings: 2nd Thurs., 6:30 pm, Bel Aire Plaza on Trancas Ave., Napa. Contact: Jim Gillespie, (707)252-1665, *gillespi @napanet.net/* . [Exp.#168.]

Macs Of Marin. Meetings: last Wed., 8:00 pm, Corte Madera Rec. Center, 498 Tamalpais Dr., Marin. Q&A 8:00, meeting 8:30, members free, non-members $5. Call: Richard, (415)485-5596. [Exp.#169.]

PAUG—Peninsula Apple User Group. Meetings: 3rd Thurs., 6:30 pm, Unitarian Church, 2124 Brewster (corner of Lowell), Redwood City. Beginners and advanced, question and answer, new product demos, public domain software. Call: Roger, (415)367-8657 or *rlakner@sirius.com* . [Exp.#166.]

MISCELLANEOUS

FileMaker Pro Database Interest Group (DIG.FM). Meetings: 3rd Thurs., 7:00 pm, Claris Corp., 5201 Patrick Henry Dr., Santa Clara. Presentations, demos, and tips by and for passionate users of FileMaker Pro for both Mac and Windows. Not affiliated with Claris. Free. Contact: *info@dig fm.org* , or URL: *http:// www.digfm.org* . [Exp.#166.]

continued on page 258

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Web Page Listings *continued from page 204*

Gotham World Order (GWO) *http://www.geocities.com/~gwo* One of the best email fantasy wrestling leagues on the Net. Open to new wrestlers. [Exp.#165.]

InsideWLA *http://www.insidewla.com* Community site featuring restaurants, nightclubs, and shopping. Regularly updated articles, photos, and entertainment section. [Exp.#166.]

Midimark Productions *http://www.midimark.com* Sound and samples for samplers available on floppy disks, CD, and CD-ROM. Specializing in Hip-Hop, dance, and House. [Exp.#165.]

Pavillion Community Network *http://www.1pavillion.com* The most comprehensive guide to your community with instant access to hundreds of local businesses, events, government and educational info, and more. [Exp.#165.]

RailTech Software Systems *http://www.railsoft.com* Software for the railroad industry. As a service we have links to all major railroads, short line railroads, as well as all associated sites pertaining to railroads. [Exp.#165.]

Randy Fochet Home Page *http://members.aol.com/ulovesax/randy.html* Announcing the release of Randy's latest recording, *From Slow To Rock 'N Roll.* If you like Kenny G, you'll love Randy. [Exp.#165.]

Rock And Roll Hall Of Fame And Museum *http://www.rockhall.com* [Exp.#166.]

Taqueria La Cumbre *http://www.hotchilies.com* The best mexican food anywhere, even Mexico. Try our award-winning tacos and burritos. [Exp.#164.]

Tennis Time *http://www.jjplaza.com.com* Recreational tennis lessons for beginning and intermediate students. Videos, text, and photos. [Exp.#164.]

The Sleeping Princess *http://www.well.com/~wmnorell* On the effects of mass hysterical amnesia on the female psyche. A Woody Allenish comedy site. [Exp.#165.]

The South End Zone *http://southendzone.com* Green Bay Packers historical information. The most complete sports team Web site on the world. [Exp.#164.]

The Sporting News *http://sportingnews.com* The weekly magazine offers user customization and participation. [Exp.#165.]

Total Gaming *http://members.aol.com/gamefrk999* Over 2000 cheats for the PSX, PC, N64, and Saturn. Over 500 downloads and more. [Exp.#166.]

Tracy G.'s G Factory *http://www.geocities.com/SunsetStrip/Alley/8043* Info and tour dates for Tracy G., rock guitarist from WWIII, G Factory, and DIO. [Exp.#164.]

Weekly Planet *http://www.weeklyplanet.com/weeklyplanet* The alternative weekly that delivers your "link" to news and entertainment on the Internet. [Exp.#166.]

Weird Al Yankovic: The Bermuda Files *http://www.loop.com/~bermuda* The latest news, photos, and insider info on Weird Al from his drummer, Bermuda Schwartz. [Exp.#165.]

ADULT ENTERTAINMENT

Adult CD-ROMs! *http://www.romdezvous.com/* The hottest adult interactive CD-ROM games, movies, and videos available. Free catalog. [Exp.#166.]

Amsterdam Live! *http://www.xxx.inter.net* Live sex shows from Sin City. [Exp.#165.]

Dr. Jack's Thing BBS *http://www.drjack.com* Gateway to one of N. California's hottest BBSes. Free samples, great hot links. [Exp.#165.]

HOTXXX Girls *http://hotxxx.com* Lots of pics, memberships available. [Exp.#164.]

House Of Erotic Fantasies *http://users.deltanet.com/~kjackson* Lots of XXX graphic files, sounds, adult stories, and links. [Exp.#164.]

Movo Media *http://www.movo.com* Meet local singles. Try it free, use code 850. [Exp.#167.]

Red Hot Women *http://redhotwomen.com* The hottest women on the Internet, free pictures, live shows, and videoconferencing. [Exp.#164.]

Sexorgy *http://www.sexorgy.com* Everything you want is here–movies, live girls, and lots of pictures. Over 18 only. [Exp.#164.]

Sexysex Online Magazine *http://www.sexysex.com* Free pictures, live shows, subscriptions, new features and pics every week. Over 18 only. [Exp.#164.]

Virtual Brothels *http://www.virtualbrothels.com* Free red hot sexy adult story about Nevada brothels with map and travel guide. [Exp.#165.]

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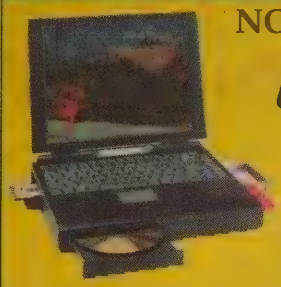

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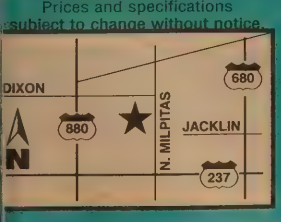

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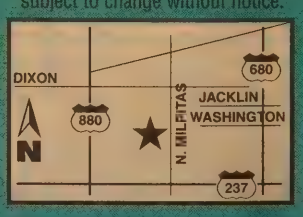

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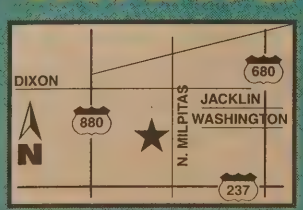

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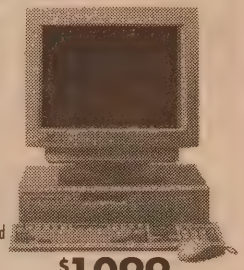

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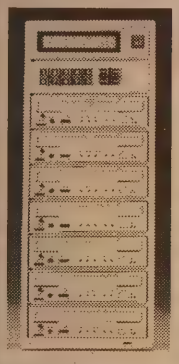

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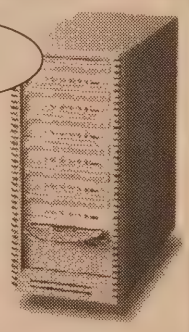

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USER GROUPS continued from page 250

Game and AR Developers SIG of the Software Forum. Meetings: 3rd Thurs., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Contact: Byron Hale, *blhale@einfo.com* . [Exp.#165.]

Marketing SIG Of The Software Forum. Meetings: 2nd Mon., 7:00 pm, Stanford World Internet Center, The Stanford Barn, 700 Welch, Ste. 200, Palo Alto. Contact: Stan Trumbull, *strumb@bay area.net* . [Exp.#166.]

SF Bay Area Powerbuilder Users Group. Meetings: 3rd Thurs., 1:00 pm. See Web site (URL: *http://www.sfpbug.com*) for meeting location. All welcome. [Exp.#169.]

MOBILE

Stanford Newton User Group. Meetings: 2nd and 4th Tues., 7:00 pm, Printer's Inc. Bookstore Cafe, 310 California Ave., Palo Alto. Contact: Flash Sheridan, (415)462-9203, *snug@pobox.com* , or URL: *http://pobox.com/~snug/* . [Exp.#169.]

MULTIMEDIA

Multimedia SIG Of The Software Forum. Meetings: 4th Thurs., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Contact: Mike Schmit, *mschmit@mcimail.com* . [Exp.#165.]

NOVELL

Novell Users Group of Monterey. Meetings: 3rd Thurs., 6:30 pm, 40 Ragsdale Dr., in Ryan Ranch off of Hwy 68. Call: (408)645-2475. [Exp.#166.]

OS/2

OS/2 Bay Area User Group. Meetings: 3rd Mon., 7:00 pm, Stanford Linear Accelerator Center Auditorium, 2575 Sand Hill Rd., Menlo Park. Free to members, non-members $3. Presentations, demonstrations, technical discussions. Call: (510) 945-7565 ext. 100, or URL: *http://www.davebsoft.com/os2baug* . [Exp.#166.]

PROGRAMMING LANGUAGES

Delphi SIG Of The Software Forum. Meetings: 2nd Wed., 7:00 pm, KnowledgePoint, 1129 Industrial Ave., Petaluma. $10. Contact: Bjarne Winkler, *nts4618086@aol.com* . [Exp.#165.]

Forth Interest Group, North Bay Chapter, and BMUG Forth SIG. Meetings: 2nd Sat., 1 pm, tutorial at noon, BMUG, 2055 Center St., Berkeley. Call: Leonard Morgenstern, (510)376-5241 or *nleonard@aol.com* . [Exp.#166.]

Java SIG of the Software Forum. Meetings: 1st Mon., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Contact: Tom Hill, *javasig@worldware.com* . [Exp.#165.]

Visual Basic Silicon Valley SIG of the Software Forum. Meetings: 2nd Thurs., 6:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Call: Allan Colby, *acolby@guidex.com* . [Exp.#165.]

Visual Basic-San Francisco SIG of the Software Forum. Meetings: 3rd Thurs., 6:30 pm, Terrace Systems, 450 Sansome St. at Clay, Ste. 1250, San Francisco. Contact: Bill Storage, *75250.1360@compuserve.com* . [Exp.#165.]

VRML SIG of the Software Forum. Meetings: 3rd Tues., 7:00 pm, Cubberly Community Center, 4000 Middlefield Rd., Rm. H-1, Palo Alto. Contact: Katherine Bretz, *kbretz@ossi.com* . [Exp.#165.]

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ASSOCIATIONS

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UNIX

UNIX SIG of the Software Forum. Meetings: 2nd Tues., 7:00 pm, Amdahl Corp., 1250 E. Arques Ave., Sunnyvale. $10. Contact: George Bosworth, *georgeb@netcom.com* . [Exp.#165.]

WINDOWS

Bay Area Windows NT User Group. Meetings: 1st Sat., 1:00 pm, MentorNet, 745 Portola Dr., San Francisco. This professional association is for NT systems administrators and developers. Contact: Edwin Rutsch, (510)528-9895, or *edwin@wyp.net* , or URL: *http://www.bantug.org* . [Exp.#169.]

Windows NT Engineering Association of Silicon Valley (NTEA). Meetings: Second Tues., 6:00 pm, Santa Clara County Office of Education building, 1290 Ridder Park Dr., San Jose. Idea exchange, new technology, job opportunities. Meetings will focus on design, set-up, and troubleshooting servers, system administration, and software development issues. No fee for first-time participants. Contact: (408) 437-8803. [Exp.#166.]

Windows SIG Of The Software Forum. Meetings: 1st Wed., 6:30 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Contact: Fran Finnegan, *lexi@fomci.com* . [Exp.#165.]

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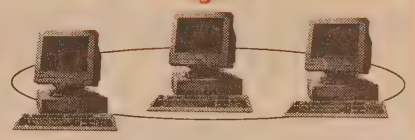

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Sound Blaster AWE 64	199

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ATX Form Medium Tower	99
ATX Form Full Tower	124
230W PS	29

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Mitsumi Mouse	12

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Windows NT 4.0 Workstation.	189

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MATROX MYSTIQUE 4MB SVRAM 169

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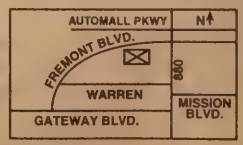

Resources

Calendar Of Events *continued from page 238*

June 6 Paradox 4.5/5.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

June 7 Windows NT 4 Server. San Jose. Computer Training Consultants. Contact: (408)241-3200.

June 9 Pagemaker 5.0/4.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

June 9 Excel 97, Excel 7 and Excel 5. San Jose. Computer Training Consultants. Contact: (408)241-3200.

June 9–12 AutoCAD R13 Advanced Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

June 11 Word 97, Word 7, and Word 6. San Jose. Computer Training Consultants. Contact: (408)241-3200.

June 11 Word 6.0, 7.0, and Version 97. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

June 13 Navigating the Net. San Jose. Computer Training Consultants. Contact: (408)241-3200.

June 14 Introduction to Photoshop. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

June 16 WordPerfect 7 and WordPerfect 6. San Jose. Computer Training Consultants. Contact: (408)241-3200.

June 16–20 System Administration for Windows NT Workstation. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808, ext. 220.

June 18 Access 97, Access 7, and Access 2. San Jose. Computer Training Consultants. Contact: (408)241-3200.

June 18–20 QuarkXPress. San Francisco. Photo Metro Digital Workshops. Contact: (415)243-9917, *jo@idiom.com* , or URL: *http://www.photometro.com* .

June 21 Introduction to Macintosh. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

June 24 FileMaker Pro 3. San Jose. Computer Training Consultants. Contact: (408)241-3200.

June 24 Business and the Internet. San Francisco. San Francisco Business Computers. Contact: (415)788-5338.

June 25 QuarkXPress 3. San Jose. Computer Training Consultants. Contact: (408)241-3200.

June 26–27 Photoshop Advanced. San Francisco. Photo Metro Digital Workshops. Contact: (415)243-9917, *jo@idiom.com* , or URL: *http://www.photometro.com* .

June 26 Goldmine. San Jose. Computer Training Consultants. Contact: (408)241-3200.

June 27 Schedule +. San Jose. Computer Training Consultants. Contact: (408)241-3200.

June 28 Introduction to Painter. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* .

June 30 Director II: Custom Handlers. Berkeley. Kala Institute. Contact: (510)549-2977, or URL: *http://www.kala.org* . ■

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Technical Writing continued from page 132

to crop and size images, and to change file formats. That's a good thing too because I am far from being a good computer 2-D artist or an expert Photoshop user.

My suite of tools also includes Adobe Illustrator. This vector-based drawing program lets me make high-quality illustrations and symbols that I often use in place of pixel-based screen grabs. For example, scaling up a 10 x 10 pixel screen icon big enough to appear in print usually looks pretty ugly. So I often do the screen grab, paste it into Photoshop, and crop out the icon, which I also scale up. Then I load the image into Illustrator and trace over the bitmap. The result is an EPS file that I can scale to my heart's content in Quark, always with beautiful results.

It's still a Mac world out there in publishing, so PostScript is the rule to live by. My HP Laserjet 6MP is my workhorse in the printer department for great-looking drafts. When I'm done, I'll just hand the files over to our outside service for final high-resolution printing. It's interesting that although I'm using a PC, all three of my main applications originated on the Mac.

Preparing For The Field

So I've convinced you that this might be the high-tech career for you, eh?

Obviously you need all of the things I mentioned previously: good writing skills, strong overall computer savvy, etc. I feel the best training ground is writing product reviews for magazines. In fact, this might be a way to get a foot in the door at a particular company. (Worked for me!) I think writing for a company that has interesting products goes a long way in terms of long-term job satisfaction.

Companies love getting press about their products. They will read your review intently and carefully. So over time you will be building a rapport, whether anyone consciously realizes it or not. Being able to refer to a review you authored on one of their products for a particular magazine will go a long way when you begin to investigate the possibility of employment as a technical writer.

I'm thoroughly enjoying my new-found career as a technical writer. I get to work with cutting-edge products without writing the code or trying to sell them. As I tell all my friends, "I get to play with toys and write about them." I can't think of a better job. ■

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Nothing can happen unless ***someone has an idea*** *and then writes the code. Thus, if the docs guy can be in at the idea stage of the game, he can have a* ***tremendous head start*** *on documenting the feature.*

The Art Of The Resume continued from page 123

ed resume described above obscures the hiring picture a little bit, allowing a worker with a "problem past" to hide things they don't want to talk about. Another way to look at it is that many people feel that their titles didn't really describe what they really did in their jobs.

While many hiring managers hadn't seen that many task-oriented resumes, the ones who did had the following opinions:

"If you're asking about so-called 'skills resumes,' personally I hate them. I find them difficult to read and...annoying in their obvious attempt to spin."

"I like to figure out someone's job/career progression, which can be quite telling."

"When I get a nonsequential resume, I usually wonder what the applicant is trying to hide about his or her job history. A nonsequential resume is not enough information for screening candidates."

Final Words

Every single one of the managers that I polled has a resume. When I asked about it, and if any of them ever helped their friends write resumes, I got some surprisingly good advice.

"Most people are better at writing somebody else's resume than their own. If you get someone to discuss it verbally, they'll summarize more, and THAT is what should go on their resume."

"Here's a pet peeve: a resume sent as an email attachment that 1) must be unpacked on a platform that I don't have on my desktop and 2) must be opened using an application I don't have on my computer."

"Put a two- to three-bullet summary of your qualifications at the top of your sequential resume, such as total years of experience and key years of expertise."

"Make sure that you highlight ... how you made a difference. Even if it's just a small thing, it shows what interests you. I'm never just looking for a C++ programmer who knows financial applications. I'm looking for an Object-Oriented Developer who knows how to get a product to market, or work closely with technical writers, or who's a great debugger, or who can look forward enough to design a flexible application which will take us to the future."

If you're still not sure which direction to follow, or if you're feeling unsure of how your resume looks, get *The Resume Catalog—200 Damn Good Examples*, by Yana Parker(ISBN: 0898158915). Good examples are wonderful, and this book has great resumes from all walks of life. ■

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Toshiba 12X CD ROM

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P55-166 MMX $1248
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March 64, 1M/2M DRAM.....$58/76

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Stealth 64, S3 Chipset, 1M/2M.....$52/68
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810 Fast SCSI 2 .....$49

MULTIMEDIA

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4x 4 CD Changer NEC CD ROM.....$78
12x Toshiba IDE CD ROM.....$105
15X/12x Toshiba SCSI CD ROM.....$296/162
16x NEC/Sony IDE CD ROM.....$128
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Sound Blaster 16 .....$59

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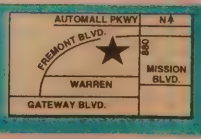

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CLASSIFIED INDEX

	Page
Accessories	267
Bar Coding	268
Business Opportunities	267
Career Opportunities	266
Cartridge Refill	268
Consulting -	
General	276-277
LAN/Networking	277
Programming	276
Data Conversion	267
Data Recovery	269
Duplicator Hardware	275
Finance	268
Hardware for Sale	267
Hardware Wanted	268
IC Programs	268
Instructional Videos & CD-ROMs	267
Internet	268
Internet Adult	268
Media Duplication	270
Memory	267
Neat Stuff	267
Personals	267
Printer and Computer Supplies	274
Repairs	271-273
Services	274
Software	274
Training	275

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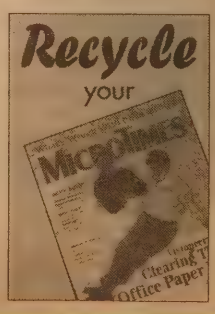

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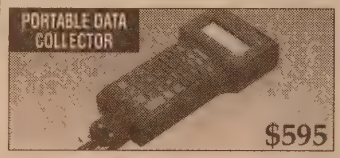

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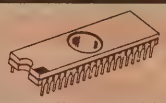

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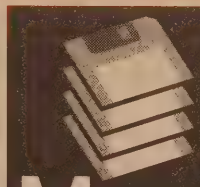

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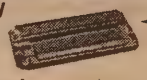

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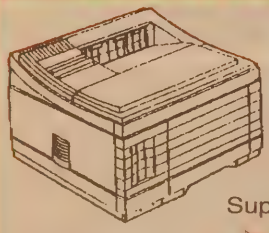

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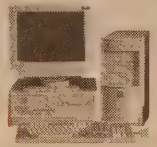

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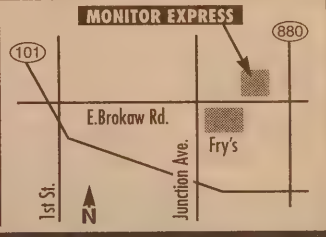

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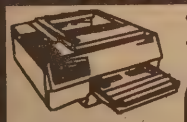

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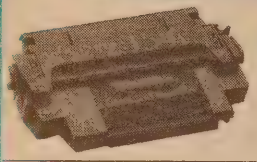

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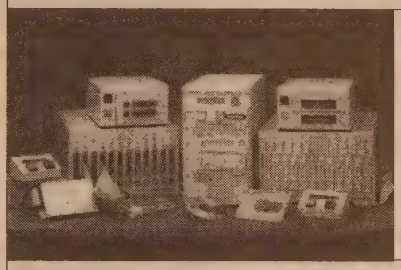

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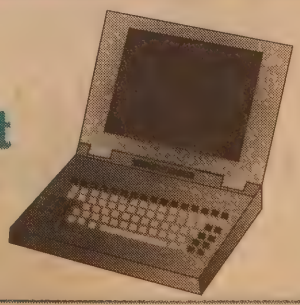

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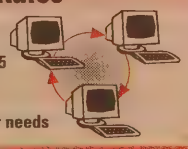

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	MOTHER-BOARD	MOTHER-BOARD WITH CPU	* BASIC SYSTEM W/8MB RAM	* BASIC SYSTEM W/16MB RAM	* BASIC SYSTEM W/32MB RAM	* BASIC SYSTEM W/64MB RAM	*BASIC SYS W/8MB RAM +1.0GB HDD + 1MB SVGA CARD & FREE MS DOS (2.0GB HDD ADD $40)	*BASIC SYS W/16MB RAM +1.2GB HDD + 1MB SVGA CARD & FREE MS DOS (2.5GB HDD ADD $50)	*BASIC SYS W/32MB RAM +1.6GB HDD + 1MB SVGA CARD & FREE MS DOS (3.1GB HDD ADD $80)	*BASIC SYS W/64MB RAM +2.0GB HDD + 1MB SVGA CARD & FREE MS DOS (4.3GB HDD ADD $90)
			SEE PAGES 3 & 4 OF OUR AD FOR ALL OF OUR UPGRADE PRICES							
DUAL PP-200C PCI (Intel Providence M/B) w/ 1 CPU	$518	$1028	N/A	N/A	$1,358	$1558	N/A	N/A	$1598	$1798
DUAL PP-200C PCI (SUPER MICRO M/B) w/ 1 CPU	334	848	$1018	$1058	1138	1298	$1228	$1278	1378	1538
PP-200C PCI (SUPER MICRO M/B)	248	758	928	968	1048	1208	1138	1188	1288	1448
PP-180C PCI (SUPER MICRO M/B)	248	708	878	918	998	1158	1088	1138	1238	1398
PP-200C PCI (INTEL VENUS M/B) ATX	178	688	878	918	998	1158	1088	1138	1238	1398
PP-180C PCI (INTEL VENUS M/B) ATX	178	638	828	868	948	1108	1038	1088	1188	1348
P5-200C PCI (INTEL MARL M/B) ATX (Tucson: +$75)	98	478	668	708	788	948	878	928	1028	1188
P5-166C PCI (INTEL MARL M/B) ATX (Tucson: +$75)	98	338	528	568	648	808	738	788	888	1048
P5-150C PCI (INTEL MARL M/B) ATX (Tucson: +$75)	98	258	448	488	568	728	658	708	808	968
P5-133C PCI (INTEL MARL M/B) ATX (Tucson: +$75)	98	238	428	468	548	708	638	688	788	948
P5-120C PCI (INTEL MARL M/B) ATX (Tucson: +$75)	98	198	388	428	508	668	598	648	748	908
P5-166/256K PCI (INTEL ATLANTIS M/B) No Sound	188	438	578	618	698	858	788	838	938	1098
P5-150/256K PCI (INTEL ATLANTIS M/B) No Sound	188	348	488	528	608	768	698	748	848	1008
P5-133/256K PCI (INTEL ATLANTIS M/B) No Sound	188	328	468	508	588	748	678	728	828	988
P5-120/256K PCI (INTEL ATLANTIS M/B) No Sound	188	288	428	468	548	708	638	688	788	948
MMX-P200/256K PCI (ASUS TRITON)	127	618	758	798	878	1038	968	1018	1118	1278
MMX-P166/256K PCI (ASUS TRITON)	127	448	588	628	708	868	798	848	948	1108
P5-200/256K PCI (ASUS TRITON)	107	478	618	658	738	898	828	878	978	1138
P5-166/256K PCI (ASUS TRITON)	107	338	478	518	598	758	688	738	838	998
P5-150/256K PCI (ASUS TRITON)	107	258	398	438	518	678	608	658	758	918
P5-133/256K PCI (ASUS TRITON)	107	238	378	418	498	658	588	638	738	898
P5-120/256K PCI (ASUS TRITON)	107	198	338	378	458	618	548	598	698	858
MMX-P200C PCI (INTEL TRITON)	67	558	698	738	818	978	908	958	1058	1218
MMX-P166C PCI (INTEL TRITON)	67	388	528	568	648	808	738	788	888	1048
P5-200C PCI (INTEL TRITON)	67	448	588	628	708	868	798	848	948	1108
P5-166C PCI (INTEL TRITON)	67	308	448	488	568	728	658	708	808	968
P5-150C PCI (INTEL TRITON)	67	228	368	408	488	648	578	628	728	888
P5-133C PCI (INTEL TRITON)	67	208	348	388	468	628	558	608	708	868
P5-120C PCI (INTEL TRITON)	67	168	308	348	428	588	518	568	668	828
6X86-P200+ PCI (INTEL TRITON)	67	268	408	448	528	688	618	668	768	928
6X86-P166+ PCI (INTEL TRITON)	67	198	338	378	458	618	548	598	698	858
6X86-P150+ PCI (INTEL TRITON)	67	168	308	348	428	588	518	568	668	828
AMD K5-100C PCI (INTEL TRITON)	67	148	288	328	408	568	498	548	648	808
AMD K5-75C PCI (INTEL TRITON)	67	108	248	288	368	528	458	508	608	768
5X86-133C VLB-PCI	58	88	228	268	348	508	438	488	588	748
486DX4-100C VLB	35	68	208	248	328	488	418	468	568	728

HI-TECH BEST BUY SYSTEMS

- 8MB RAM (16MB/32MB: Add $40/$130)
- 1.0GB EIDE (2.0GB/3.1GB: Add $40/$110)
- 1.44MB 3.5" Floppy Drive
- PCI or VLB Controller with I/O
- Enhanced Case w/Power Supply
- PCI SVGA Card w/1MB
- Mitsumi Keyboard for Windows 95
- Free Mouse w/pad and Microsoft DOS
- Monitor Sold Separately (please see next page)

5X86-133/256K PCI-VLB $458
AMD K5-P75/256K PCI (Intel Triton) .468
AMD K5-P100/256K PCI (Intel Triton) .488
AMD K5-P133/256K PCI (Intel Triton) .508
6X86-P150+/256K PCI (Intel Triton) .528
6X86-P166+/256K PCI (Intel Triton) .548
6X86-P200+/256K PCI (Intel Triton) .618
P5-120/256K PCI (Intel Triton) 538
P5-133/256K PCI (Intel Triton) 568
P5-150/256K PCI (Intel Triton) 588
P5-166/256K PCI (Intel Triton) 668
P5-200/256K PCI (Intel Triton) 808
MMX-P166/256K PCI (Intel Triton) 738
MMX-P200/256K PCI (Intel Triton) 928
MMX-P166/256K PCI (Asus Triton) 768
MMX-P200/256K PCI (Asus Triton) 958

UPGRADES

See Next Page for All of Our Upgrade Prices

HI-TECH DREAM SYSTEMS

- 16MB RAM (32MB/64MB: Add $80/$250)
- 1.2GB EIDE (2.0GB/4.3GB: Add $30/$110)
- Diamond Stealth or ATI PCI with 1MB
- TEAC 1.44MB 3.5" Floppy Drive
- VLB or PCI IDE Controller with I/O
- Mitsumi Keyboard for Windows 95
- Enhanced Case w/Power Supply
- Free Mouse w/Pad and Microsoft DOS
- Monitor Sold Separately (please see next page)

5X86-133/256K PCI-VLB $538
AMD K5-P75/256K PCI (Intel Triton) .548
AMD K5-P100/256K PCI (Intel Triton) .568
AMD K5-P133/256K PCI (Intel Triton) .588
6X86-P150+/256K PCI (Intel Triton) .608
6X86-P166+/256K PCI (Intel Triton) .628
6X86-P200+/256K PCI (Intel Triton) .698
P5-120/256K PCI (Intel Triton) 618
P5-133/256K PCI (Intel Triton) 648
P5-150/256K PCI (Intel Triton) 668
P5-166/256K PCI (Intel Triton) 748
P5-200/256K PCI (Intel Triton) 888
MMX-P166/256K PCI (Intel Triton) 818
MMX-P200/256K PCI (Intel Triton) ..1008
MMX-P166/256K PCI (Asus Triton) 848
MMX-P200/256K PCI (Asus Triton) .1038

UPGRADES

See Next Page for All of Our Upgrade Prices

HI-TECH SUPER P5 SYSTEMS

- 16MB EDO RAM (32MB/64MB: Add $80/$250)
- 2.0GB EIDE (3.1GB/4.3GB: Add $80/$100)
- Diamond Stealth or ATI PCI w/2MB
- TEAC 1.44MB 3.5" Floppy Drive
- Mitsumi Keyboard for Windows 95
- Medium Tower Case w/Power Supply
- Free Microsoft Windows 95
- Free Microsoft Mouse with Pad
- Monitor Sold Separately (please see next page)

P5-120/256K PCI (Intel Atlantis) 828
P5-133/256K PCI (Intel Atlantis) 858
P5-150/256K PCI (Intel Atlantis) 878
P5-166/256K PCI (Intel Atlantis) 958
P5-120/256K PCI (Intel Triton) 718
P5-133/256K PCI (Intel Triton) 748
P5-150/256K PCI (Intel Triton) 768
P5-166/256K PCI (Intel Triton) 848
P5-200/256K PCI (Intel Triton) 988
MMX-P166 PCI (Intel Triton) 918
MMX-P200 PCI (Intel Triton) 1118
P5-150/256K PCI (Asus Triton) 798
P5-166/256K PCI (Asus Triton) 878
P5-200/256K PCI (Asus Triton) 1018
MMX-P166/256K PCI (Asus Triton) 948
MMX-P200/256K PCI (Asus Triton) ... 1138

UPGRADES

See Next Page for All of Our Upgrade Prices

HI-TECH POWER SYSTEMS

- 32MB EDO RAM (64MB: Add $160)
- 4.3GB EIDE
- Matrox Mystique PCI w/4MB SGRAM
- TEAC 1.44MB 3.5" Floppy Drive
- Keytronics Keyboard for Windows 95
- Medium Tower Case or w/Power Supply
- Free Microsoft Windows 95
- Free Microsoft Mouse with Pad
- Monitor Sold Separately (please see next page)

P5-120/256K PCI (Intel Marl) ATX* ... $1018
P5-133/256K PCI (Intel Marl) ATX* ... 1048
P5-150/256K PCI (Intel Marl) ATX* ... 1068
P5-166/256K PCI (Intel Marl) ATX* ... 1148
P5-200/256K PCI (Intel Marl) ATX* ... 1288
MMX-P166/256K PCI (Asus Triton) ... 1188
MMX-P200/256K PCI (Asus Triton) ... 1378
PP-150 PCI (Intel Venus) ATX 1178
PP-180 PCI (Intel Venus) ATX 1468
PP-200 PCI (Intel Venus) ATX 1508
PP-150 PCI (Super Micro) 1208
PP-180 PCI (Super Micro) 1498
PP-200 PCI (Super Micro) 1538
Dual PP-180 PCI (Super Micro) 2048
Dual PP-200 PCI (Super Micro) 2148
* Intel Tucson M/B ATX ..... Add $70

UPGRADES

See Next Page for All of Our Upgrade Prices

SALES HOURS: Mon-Fri: 8:30am-6pm, (9:30am-7pm Sunnyvale), Sat: 10am-4pm
SERVICE HOURS: Mon-Fri: 9am-5:30pm, Sat: 10am-3:30pm

HI-TECH USA
ALWAYS THE BEST

TERMS AND CONDITIONS

1. One year parts and labor warranty on systems.
2. Knowledgeable technical support engineers in service.
3. Prices and availability subject to change w/o notice.
4. Shipping, insurance and COD charges are extra and non-refundable. Prices reflect cash discounts.
5. Return shipping must be insured, prepaid and bearing an RMA# on the shipping label.
6. Defective items replaced or repaired at our discretion.
7. No responsible for typos.
8. All returns subject to 15% restocking fee and cover only Hi-Tech USA brand computers, excludes peripherals, software and notebook computers. No refunds after 30 days.
9. Superior reputation for service, quality and value.
10. Purchase orders are welcomed and subject to approval.

HI-TECH USA

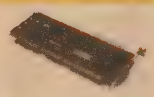
ALWAYS THE BEST

(408) 262-6641 — Milpitas
(408) 732-6681 — Sunnyvale
(415) 401-6588 — San Mateo
(415) 759-6800 — San Francisco

CASE W/ POWER SUPPLY

230W / 250W / 300W Power Supply ..... $21 / 24 / 39
Mini Tower Case w/200W Power Supply 24
Desktop AT Case w/200W Power Supply 34
Medium Tower Case w/230W Power Supply 37
Full Tower Case w/250W Power Supply 52
ATX Case w/Power Supply (Tower / AT) ..... 72 / 89

CONTROLLERS



IDE 2FD/2HD with 2S/1P/1G $10
VLB EIDE I/O with 16550 16

adaptec

1522 / 1542 CF (SCSI) ..... $69 / 118
2825 VLB / 2842 VLB (SCSI) ..... 57 / 105
2940 PCI / 2940U PCI (SCSI) ..... 156 / 169
2940UW PCI / 2940UWK (SCSI) ..... 194 / 218

DATA TECHNOLOGY CORPORATION

DTC 2280E ISA $20
DTC 2278E VLB IDE W/16550 UART Chip 24

PROMISE TECHNOLOGY, INC.

Promise DC-2300 Plus VLB IDE Fast I/O $41
Promise DC-4030 VLB IDE Cache Controller 66
Promise DC-4030+ VLB EIDE 108
Promise DC-5030 PCI IDE 0-16MB Cache 110

HARD / FLOPPY DRIVES

Quantum™
Maxtor® Seagate
MICROPOLIS CONNER
WESTERN DIGITAL

HARD DRIVES (Name Brand)
1.0GB / 1.2GB IDE ..... $148 / 158
1.6GB / 2.0GB IDE ..... 176 / 184
2.5GB IDE/3.1GB IDE ..... 208 / 248
4.3GB IDE 268
1.0GB / 2.0GB SCSI ..... 216 / 294
4.0GB SCSI 718

FLOPPY DRIVES
Namebrand 1.2 / 1.44 FDD ..... $36 / 19
Epson Dual Floppy Drive 75
Teac 1.2 /1.44 Floppy Drive ..... 36 / 21

MOUSE

3-Button Mouse Microsoft Compatible $5

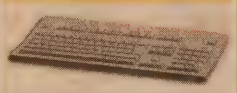
LOGITECH

First Mouse (Serial-2 Button) 9
Mouseman Serial Combo (OEM) 18

Microsoft

Microsoft Mouse Serial (w/System) $21
Microsoft Mouse PS2 (w/System) 23

KEYBOARDS



101 Enhanced Keyboard for Windows 95 ..... $11

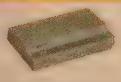
FOCUS
FK2001 101-Key Click 21
FK2001 for Windows '95 26
FK6200W 104-Key for Windows '95 20
FK7200W w/Trackball for Windows '95 26
FK8000 w/Calculator 32
Keytronics 104-Key for Windows 95 16
Lite-on SK-6000 / SK-6000T ..... 35 / 52
Mitsumi 104-Key for Windows 95 11
Maxiswitch Nova for Windows 95 18
Maxiswitch Nova PS/2 19
Microsoft Natural Key (w/System) 49
Northgate OMNI Ultra 68

MEMORY & CPU

SIMM
1MB (1x3) (30 Pin) 7
4MB (4x3) (30 Pin) 21
4MB (1x32) (72-Pin) 19
8MB (2x32) (72-Pin) 36
16MB (4x32) 72-Pin) 75
32MB (8x32) (72-Pin) 158
4MB (1x32) (EDO) 19
8MB (2x32) (EDO) 38
16MB (4x32) (EDO) 75
32MB (8x32) (EDO) 158

CPU
AMD 5X86-133 38
AMD K5-PR75 / 100 / 133 ..... 30 / 62 / 72
6X86 P-150+/P-166+/P-200+ ..... 95 / 120 / 194
Intel P5-100 / 120 / 133 ..... 94 / 98 / 133
Intel P5-150 /166 / 200 ..... 150 / 245 / 394
Intel Pentium Pro-150 / Pro-180 ..... 178 / 478
Intel Pentium Pro-200 508
MMX-166/MMX-200 ..... 308 / 488

MODEMS & FAXES

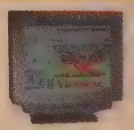


Fax Modem 14,400 Internal / External ..... $26 / 34
Fax Modem 14,400 w/Voice Internal 27
Fax Modem 28.8 with V.34 Int/Ext 45/54
Fax Modem 33.6 with V.34 Int 49
Fax Modem 33.6 with V.34 Ext 76
Fax Modem 33.6 with Voice Int 59
Fax Modem 33.6 with Voice Ext 82
PCMCIA Fax Modem 14.4 39
PCMCIA Fax Modem 28.8 Data w/V.34 98
PCMCIA Fax Modem 33.6 Data w/V.34 108
SUPRA 33.6 Fax Modem Int (Bulk) 69
SUPRA 33.6 Fax Modem w/Voice Int (Bulk) 79
SUPRA 33.6 Fax Modem w/Voice Int (Retail) 114
SUPRA 56.6 Fax Modem w/Voice Int 134

US ROBOTICS
Sportster 14,400 FM Int / Ext SI ..... $35 / 42
Sportster 14,400 FM Int / Ext (Classic) ..... 48 / 58
Sportster 33.6 Data Winmodem Int (Bulk) 74
Sportster 33.6 Data Winmodem Int (Retail) 100
Sportster 33.6 Data Fax Modem Int (Bulk) 92
Sportster 33.6 Data Fax Modem (Retail) 132
Sportster 33.6 Data Fax modem w/Voice Int (Bulk) 98
Sportster 33.6 Data Fax Modem w/Voice Int (Retail) 152
Sportster 33.6 Data Fax Modem w/V.34 Ext (Retail) 143
Sportster 33.6 Data Fax Modem w/Voice Ext 168
Sportser 56.6 Internal (Retail) 168
Sportser 56.6 External (Retail) 184

ZOOM
2805 33.6 Data Fax Modem Int 98
2836 33.6 Data Fax Modem Ext 128

MONITORS*



14" Mono / VGA Mono ..... $78 / 88
14" SGA 1024*768 .28 NI 159
15" SVGA 1024*768 .28 209
17" SVGA 1280*1024 .28 408

CTX
14" Super VGA 1024*768 .28 NI $198
15" Super VGA 1024*768 .28 268
17" Super VGA 1280*1024 .28 478

IIYama (IDEK)
MF-8515 15" 1280*1024 .28 ..... $334
MF-8617E 17" 1600*1200 .26 584
MF-8221E 21" 1600*1200 .30 1354

Impression
14" 1024*768 .28 NI $164
15" 1280*1024 .28 NI 244
17" 1280*1024 .28 NI 444

MAG INNOVISION

1595 15" 1280*1024 .28 ..... $283
710V² 17" 1280*1024 .28 488
DX15T 15" .25 Trinitron OSD Win 95 332
DJ700 17" .26 1280*1024 528
DJ702 17" .26 1280*1024 532
DX700T 17" .25 Trinitron OSD Win 95 608

NANAO®
FX-B5 15" .28 / FX-C5 17" .28 ..... 493 / 688
FX-C6 17" .26 / TX-C7S 17" .25 ..... 774 / 964
T2-17TS .25 / T2-17 .25 ..... 854 / 898
TX-D7S 20" .25 / FX-E7 21" .28 ..... 1618 / 1618

NEC
C400 / C500 / XV 15+ ..... $268 / 344 / 358
M700 / XV 17+ / P750 ..... 714 / 668 / 854
XE 21 / E1100 21" .28 ..... 1596 / 1596

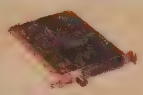
NOKIA
449E 15" / 447L 17" ..... $415 / 598
447XAV 17" / 447K 17" ..... 934 / 1378
445XI 21" 1672

SONY
100SX 15" $338
100SF 15" 388
200SX 17" 1280*1024 .25 65 Hz 624
200SF 17" 1280*1024 .25 75 Hz 724
300SFT 20" 1600*1024 .31 1528
205E2T 20" .25 1768

ViewSonic®
E641 14" 1024*768 .28 ..... $216
E655 15" 1024*768 .28 296
15GS 15" 1280*1024 .28 326
15GA 15" 1280*1024 .27 w/Speakers 372
17EA 17" 1280*1024 .28 w/Speakers 556
17GS 17" 1280*1024 .28 Green 544
17GA 17" 1280*1024 .27 w/Speakers 596
17P5 17" 1600*1280 .25 Green 658
GT770 17" 1280*1024 .25 626
PT770 17" 1600*1280 .25 664
PT775 17" 1600*1280 .25 828
G800 20" 1600*1280 .28 998
GT800 20" 1600*1280 .30 1038
G810 21" 1600*1280 .25 1318
PT 813 21" 1600*1280 .28 1588
P815 21" 1800*1440 .25 1588

* Monitor Viewable size may be smaller than advertised size

NETWORKS



16 BIT Ethernet Card ISA (Combo) $14
16 BIT Ethernet Card PCI (Combo) 21
PCMCIA Ethernet Card (Combo) 70

3Com

3C509 ELINK III TP $50
3C509 ELINK III Combo 74
3C900 PCI TP (New) 72
3C900 PCI Combo (New) 86
3C905 TX PCI 10 / 100 70
3C589 PCMCIA Combo 172

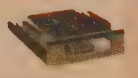
Hubs and Repeaters
5-Port Ethernet Hub $42
8-Port Ethernet Hub 48
16-Port Ethernet Hub 104

Intel
EtherExpress Pro 10 / 100 TX PCI $60

SOFTWARE

Microsoft Windows 95 Full Copy CD Version (w/system) $92
Microsoft DOS 6.x (with System) 38
Microsoft Office Professional OEM CD Version (w/System) 188
Microsoft Windows 3.x (with System) 58
Microsoft Windows for Workgroup (with System) 64
Microsoft Windows NT 4.0 Server
5 Clients (with/System) 448
10 Clients (with/System) 608
Microsoft Windows NT 4.0 Workstation (with Sys) 144

TAPE BACKUPS



Conner 8.0GB SCSI w/Tape $348
Teac 800MB 65

COLORADO MEMORY SYSTEMS

T-1000 800MB Internal w/tape 105
T-1000E 800MB External w/tape 144
DJ-50 1.3GB Int. 138
T-3000T 3.2GB Int. w/tape 158
T-4000T 8.0GB SCSI Int w/tape 335
Tape for 800MB 29

IOMEGA
Ditto Easy 800 Insider 98
Ditto Easy 800 Parallel 135
Ditto Easy 3200 Insider w/Cartridge 215
Ditto 800/3200 Cartridge ..... 30 / 35
Jaz SCSI Drive 1.0GB Insider 346
Jaz SCSI Drive 1.0GB External 432
Jaz SCSI Drive Cartridge 96
Zip Drive 100MB External Parallel 148
Zip Drive 100MB External SCSI 148
Zip Drive 100MB Cartridge 16

ZIP DRIVES (Epson)
100MB External Parallel $146
100MB External SCSI 146

VGA CARDS

MGP Card $10
VGA 256K 18
VGA 512K 22
SVGA ISA w/1MB 27
Cirrus Logic PCI w/1MB 22
Cirrus Logic PCI w/MPEG 1MB 29
Cirrus Logic PCI w/MPEG 2MB 39
Trident ISA w/1MB 32
Trident VLB w/1MB 35
Trident PCI w/1MB 24
Trident PCI w/1MB MPEG 27

ATI

3D Xpression 2MB EDO $62
3D Xpression+ w/o TV 2MB 100
3D Xpression+ w/o TV 4MB 124
3D Xpression+ w/ TV 2MB 110
3D Xpression+ w/ TV 4MB 134
ProTurbo w/TV 4MB SGRAM 154
ProTurbo w/TV 8MB SGRAM 232
WinBoost PCI 1MB DRAM w/MPEG 48
WinBoost PCI 2MB DRAM w/MPEG 56
WinTurbo 64 PCI 4MB VRAM (Mach 64) 179
WinTurbo 64 VLB 2MB VRAM (Mach 64) 128
TV Tuner 115

DIAMOND

Stealth 24 VLB 1MB (DRAM) 34
Stealth 2500 with MPEG 1MB 40
Stealth 2500 with MPEG 2MB 50
Stealth SE PCI 1MB (DRAM) 28
Stealth 64 PCI 1MB (DRAM) 46
Stealth 64 PCI 2MB (DRAM) 56
Stealth 64 Video PCI 2MB (VRAM) 106
Stealth 64 Video PCI 4MB (VRAM) 154
Stealth 64 VLB 2MB (VRAM) 106
Stealth 64 VLB 4MB (VRAM) 158
Stealth 3D 2000 PCI 2MB 75
Stealth 3D 2000 PCI 4MB 89
Stealth 3D 3000 PCI 2MB (VRAM) 122
Stealth 3D 3000 PCI 4MB (VRAM) 174
Viper-Pro PCI 4MB (VRAM) Retail 118

MATROX
Millennium PCI 2MB (WRAM) (Bulk) 156
Millennium PCI 4MB (WRAM) (Bulk) 222
Millennium PCI 2MB (WRAM) (Retail) 169
Millennium PCI 4MB (WRAM) (Retail) 228
Mystique PCI 2MB (SGRAM) w/o Game (Bulk) 92
Mystique PCI 4MB (SGRAM) w/o Game (Bulk) 130
Mystique PCI 2MB (SGRAM) (Retail) 122
Mystique PCI 4MB (SGRAM) (Retail) 158

Number 9
Imagine 128 PCI 2MB 170
Imagine 128 PCI 4MB 220
Imagine 128 S2E PCI 4MB 268
Imagine 128 Series 2 PCI 4MB 438

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AMD K5-P133/256K PCI	168
6X86-P150+/256K PCI	178
6X86-P166+/256K PCI	208
6X86-P200+/256K PCI	278
P5-100/256K PCI (Triton)	174
P5-120/256K PCI (Triton)	178
P5-133/256K PCI (Triton)	218
P5-150/256K PCI (Triton)	238
P5-166/256K PCI (Triton)	318
P5-200/256K PCI (Triton)	458
MMX-P166/256K PCI (Triton)	398
MMX-P200/256K PCI (Triton)	468
ASUS	
P5-120/256K PCI (TRITON)	198
P5-133/256K PCI (TRITON)	238
P5-150/256K PCI (TRITON)	258
P5-166/256K PCI (TRITON)	338
P5-200/256K PCI (TRITON)	478
MMX-P166/256K PCI (TRITON)	448
MMX-P200/256K PCI (TRITON)	618
Pentium Pro PP-180/256K PCI (Natoma)	698
Pentium Pro PP-200/256K PCI (Natoma)	748
INTEL	
P5-120/256K PCI (ATLANTIS w/o SOUND)	288
P5-133/256K PCI (ATLANTIS w/o SOUND)	328
P5-150/256K PCI (ATLANTIS w/o SOUND)	348
P5-166/256K PCI (ATLANTIS w/o SOUND)	438
P5-120/256K PCI (ATLANTIS)	298
P5-133/256K PCI (ATLANTIS)	338
P5-150/256K PCI (ATLANTIS)	358
P5-166/256K PCI (ATLANTIS)	448
P5-120/256K PCI (MARL) ATX	198
P5-133/256K PCI (MARL) ATX	238
P5-150/256K PCI (MARL) ATX	258
P5-166/256K PCI (MARL) ATX	338
P5-200/256K PCI (MARL) ATX	478
P5-120/256K PCI (TUCSON) ATX	278
P5-133/256K PCI (TUCSON) ATX	308
P5-150/256K PCI (TUCSON) ATX	328
P5-166/256K PCI (TUCSON) ATX	418
P5-200/256K PCI (TUCSON) ATX	558
MMX-P166/256K PCI (TUCSON) ATX	498
MMX-P200/256K PCI (TUCSON) ATX	668
Pentium Pro PP-180 PCI (VENUS) ATX	638
Pentium Pro PP-200 PCI (VENUS) ATX	688
Pentium Pro PP-180 PCI (SUPER MICRO)	708
Pentium Pro PP-200 PCI (SUPER MICRO)	758
DUAL Pentium Pro PP-180 (SUPER MICRO) 1 CPU	798
DUAL Pentium Pro PP-200 (SUPER MICRO) 1 CPU	848

MULTIMEDIA

16-Bit Sound Card	18
Creative Sound Blaster 16 PNP	47
Creative Sound Blaster 3D 16	63
Creative Sound Blaster 32 PNP	75
Creative Sound Blaster AWE 64	162
Altec Lansing ACS 51 / ACS 52	$56 / 72
Altec Lansing ACS 53 / ACS 300	120 / 164
Name Brand CD-ROM 4X 4-Speed IDE	61
Name Brand CD-ROM 6X 6-Speed IDE	65
Name Brand CD-ROM 8X 8-Speed IDE	79
Name Brand CD-ROM 12X 12-Speed IDE	84
Name Brand CD-ROM 16X 16-Speed IDE	115
Mitsumi 4X 4-Speed IDE	62
Mitsumi 6X 6-Speed IDE	66
Mitsumi 8X 8-Speed IDE	82
Mitsumi 12X 12-Speed IDE	94
Mitsumi 16X 16-Speed IDE	116
NEC 6-Speed SCSI	105
NEC 8-Speed IDE	82
NEC 8-Speed SCSI	148
Panasonic 8X 8-Speed IDE	84
Panasonic 12X 12-Speed IDE	89
Panasonic 8X 8-Speed SCSI	125
TEAC 12X 12-Speed IDE	110
TEAC 16X 16-Speed SCSI	166
Toshiba 12X 12-Speed IDE	92
Toshiba 12X 12-Speed SCSI	139
Toshiba 15X 15-Speed SCSI	198
Speakers 60W / 80W / 120W	11 / 16 / 24
Speakers 180W / 300W	26 / 44
Yamaha Speakers M7 / M15	34 / 64

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- Carrying Case
- 32-Bit PCI Bus
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- CD-ROM / LI-ION Battery Option

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- 2MB Display Memory
- Built-In Pointing Device
- 32-Bit PCI Bus
- Built-in Sound Card and Speaker
- NIMH Battery
- One Type III or Two Type II PCMCIA Slots
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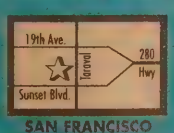

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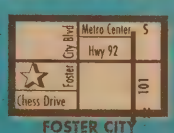

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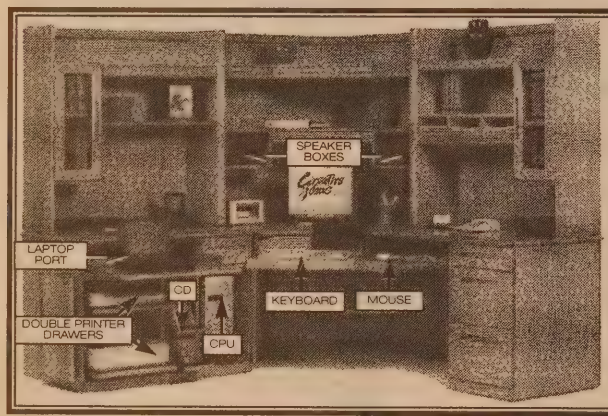
ADVERTISERS INDEX

1-888-CD MOVIES + MPEG 204
2BG COMPUTERS 150
A&A TECHNOLOGY 78
AAA MEDIA 46
ACER FACTORY OUTLET STORE 18
ACME MICROSYSTEMS 264
ACOM 6
ACORN 5
ACTNET ADVANCED TECHNOLOGY 198
AIM COMPUTER 140
ALPHA FINE FURNITURE 284
AMERICA COMPUTER 15
AMERICAN ADVANTECH CORP. 65
AMERICAN COMPUTER RESEARCH 204
AMERICAN MULTI SYSTEMS 74
AMT INTERNATIONAL 145
ANAWAVE SOFTWARE 175
APPRO INT'L 186, 187
AROMA COMPUTER 146–148
ARM COMPUTER 76
ART MULTIMEDIA SYSTEMS 149
ASA COMPUTERS 142, 143
ATLAS TECHNOLOGIES INC. 243
BAM MEDIA MUSIC UNIVERSE 256
BAY COMPUTER 115
BCSA COMPUTERS 79
BELMONT SYSTEMS 202–203
BENITEK COMPUTER 119
BEST INTERNET COMMUNICATION 174
BETA NINETIES 27
BG COMPUTER 105
C&J COMPUTER 64
CAC (COMPUTER APPLICATIONS CO.) 37
CAD ENGINEERING SUPPLY 23
CALIFORNIA COMPUTER COMPANY 209
CALIFORNIA LS 56
CALLAN CORP. 231
CAPRI, INC. 58
CENTRAL 216–224
CHEM USA CORP. 2G
CHICOTEC 81
COASTAL 30
COMPUTER SOURCE OF BERKELEY 33
COMTEK COMPUTERS 91
COMART BUSINESS SYSTEMS 77
COMP EXPRESS 133
COMPU 11 11
COMPUDATA 69
COMPUMART 239
COMPURUN 111
COMPUTERS USA! 74
COMPUTOWN 60, 61
CPU & MEMORY EXCHANGE CLUB 263
CUPERTINO COMPUTERS 18
CYPRESS COMPUTER 41
DATA COM SYSTEMS 200
DATAWEST 40
DIAMOND LANE 184
DIGISYS 172
DISK DRIVE DEPOT 3
DISKS DIRECT 45
DOMINO COMPUTER 4
EARTHLINK 159
EFI'S DISCOUNT COMPUTER 58
ENVISIONS SOLUTION TECHNOLOGY 25
ESSEX PORTABLE SOLUTIONS 59
EVERGREEN COMPUTERS INT. 244, 245
EVERNET EDUCATION SERVICES 63
FASTLINK NETWORK PRODUCTS 183
FINE TEC 53
FORTUNE MICRO 141
FUTURE COMPUTERS 113
FUTURE COMPUTING SOLUTIONS 205
GEONET COMMUNICATIONS 171
GIGABYTES 40
GLOBALCENTER 21
GOLDEN MICRO 260
GOLDEN VALLEY SYSTEMS 131
GRANITE DIGITAL 62
GRIN.NET LLC 181
HALTED SPECIALTIES 214
HD SYSTEMS 34–36
HKG COMPUTERS 189
HI TECH USA 197, 278–281, 284
HIQUALITY SYSTEMS 93–95
HITRON SYSTEM 88, 89
HT ELECTRONICS 82
HYPERSURF INTERNET SERVICES 174
IBI COMPUTERS 39
INFINEX TELECOM, INC. 201
INFITECH 86
INNOCOM SYSTEMS 247
INPUT AUTOMATION 57
INREACH INTERNET COMMUNICATION 31
INTERPRO 251
INTERNET ZAP 192
IQ INFOQUEST 100, 101
IRON LIGHT DIGITAL 181
ITS CD 201
J&K TECHNOLOGY 47
JDR MICRODEVICES 29
KINGSTAR COMPUTER 5
KUDONET 170
LAITRON 226–229
LAPTOP SUPERSTORE 32
LEGEND COMPUTER 107
LINDEN MICRO TECHNOLOGIES 108, 109
MAC 133, 166
MAG INNOVISION 2C
MARKET PRO 230
MAX GROUP - MGC 2H
MDI TECHNOLOGY 24
MEDIA-ON 136, 137
MEDIEX 173
MEI MICROCENTER/WINBOOK 2A
MIC COMPUTER 117
MINI MICRO SUPPLY 16, 17
MICROTIMES 195, 230, 234
MICROTIMES QUOTATION HOTLINE 50, 51
MICRO SONIC COMPUTER 193
MICROLAND 83
MULTI MICRO SYSTEMS 139
NCA COMPUTER 151–165
NETIS TECHNOLOGY 12, 13
NETWORK ASSOCIATES 176, 177
NORDIC COMPUTERS 285
OMNI COMPUTER PRODUCTS 62
ONLINE PRODUCTIONS 190
PALO ALTO MICRO 194, 236
PARAMOUNT COMPUTERS 235
PARS INTERNATIONAL 240, 241
PC DOCTOR 99
PC TEN 144
PERFECT SOLUTION 259
PIXEL USA 248, 249
PRIMA COMPUTER 48
PRIMENET SERVICES FOR THE INTERNET 21
PRIMETECH SYSTEMS INTEGRATION 120, 121
PROMOX SYSTEMS 75
PROVEN TECHNOLOGY 67
RIGHT TEC 22
RIX TECHNOLOGY 8
ROBERT AUSTIN CORP 233
SCEPTRE 287
SHINO ELECTRONICS COMMUNICATIONS INC. 2E
SILICONRAX 2D
SLIP.NET 7
SMARTWORKS 257
SOFT SOLUTIONS 211
SONGTECH 237
SPECOM TECHNOLOGIES CORP. 28
STARLITE ELECTRONICS 43, 283
STORAGE SYSTEMS ENG. 194
SUNWAY GRAPHICS 129
SUPERCOM C4
SWEET MEMORY 19
SYMPHONY COMPUTER 212, 213
T22 130
TECHLINE STUDIO 73
TECHNOLAND 167
TOP DATA 72
TOTAL PERIPHERALS INC. 49
TRANSWELL COMM. 191
TRIPLE STARS 103
TRIUMPH 261
TRUE COMP. AMERICA 122
T-ZONE 54, 55
UMIRACLE MICRO SYSTEMS 124–127
UNITEC NATIONAL INC. 2F
UNITEK 204
UNITED MICROSYSTEMS 9
UNIVERSAL COMPUTER PRODUCTS 199
USM DISTRIBUTORS 135
VALUE NET INTERNET SERVICE 180
VANISHED CHILDREN'S ALLIANCE 252
W&K INTERNATIONAL 196
WEB CONDO 179
WEDGE TECHNOLOGY 97
WINBOOK COMPUTER CORP. 2A
WIT INTERNATIONAL 71
WORLD NET 53
WORLD NET MICROSYSTEMS 254, 255
X LINK TECHNOLOGY INC. 112
YES SYSTEMS CORP. 182
Z-LAND 190



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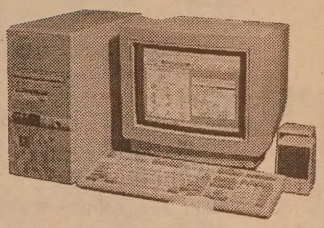

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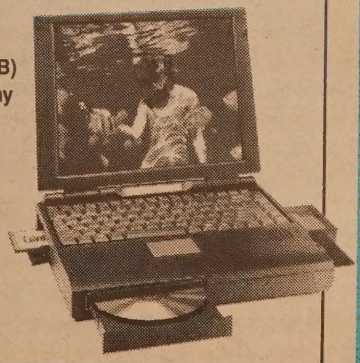

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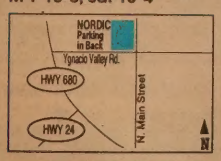

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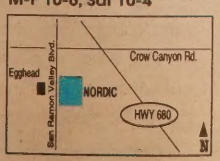

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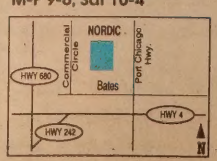

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DVORAK'S LAST COLUMN • BY JOHN C. DVORAK

Be Careful What You Wish For

Or, Buried In The Email Abyss (And I Can't Get Up!)

I'll get to the point about email in a minute. Let me tell you how the point came about with a little tale of woe.

I was spending all my time working on a new machine—an AMD K6 which was loaned to me by AMD so they could prove to the world that this chip actually works. (Hint: it does). Anyway, the thing is a barn-burner. The company put a juiced-up DPT controller in the thing and the controller was nothing but a problem, as fast as it was.

The first bad sign was when the ROM had to be replaced. The controller was a champ at Win NT but actually would not run Win 95. I could not figure what the deal was with that. Anyway, over a period of weeks I finally concluded that the controller was nothing but a problem and after getting some message back about corrupted files including one file named WIXD!~@#$!.e!e I realized that the controller was out of the system for good. I went to the IDE controller built into the motherboard and a nice Western Digital IDE drive, and the machine has purred since then.

From there I added an Adaptec SCSI port and a video capture card with a Boca camera so I could play with videophone and CUseeme over the Internet. Was I shocked when this camera and Boca Home VideoPhone Classic actually worked without a hitch. I was even more stunned when the CUseeme software also worked without a hitch. All was going well.

Too well, as I decided to pull the modem and put online the IBM COMCentral two-line modem with all sorts of fancy features. This modem is a work of art. Too bad the overall software is crummy. First of all, the disks provided by IBM didn't work at all. Luckily after going through a few dozen screens at *http://www.pc.ibm.com* I found a new set of disks for downloading which would do the job.

These installed fine. But curiously there was no .inf file to be found anywhere (like on the installation disk!) so I couldn't get Windows to install the modem into the system properly. As I write this commentary this is what I'm trying to do.

The fact is, despite the rather dubious software, as a pure cool modem, this thing is a killer. It has 4MB of memory built into it, so it can suck up faxes while the computer is off. I hate having to leave my machine on 24 hours a day just to grab a fax at night once in a while. And it has a lot of other nice features, and two-line capability, along with an answering machine and other features.

As with a lot of IBM gear, this thing has got the one or two flaws (software) and seems to be under-marketed. Typical.

Back To The Topic...

Anyway, as I was testing the modem I got this frantic email note from Mary the Editor telling me that my column was due last week and I'd better get it in *now or else*!—whatever that meant. It meant, I suppose, that she would have to run some old column that would have been a lot funnier than this column. The modem, while not recognized by Windows 95, ran fine under Telix for DOS. Oh, how simple is always better! So I went into my email boxes and realized the irony of my life. Email.

I have been the biggest promoter of email over the years. I was especially adamant about it during the fax years when people who couldn't turn on a computer thought the fax machine was the best thing to happen to the world. Email was passed over for the fax back in the late '70s and most of the 1980s. "Email is better!" I'd shout from the rooftop. "Get off the damn roof," someone would shout back, paying no attention to my message.

So along comes the WWW and the Internet is suddenly "in." People realize that now you can do email on the Net (D-U-H!!). The tide turns and now email is king. There are 110,000,000 people with email accounts already. There has to be more email traffic than fax traffic I'm sure.

So what do I find in the MCIMAIL email box? This note from Mary the Editor. I look at the unread mail...goes back a few weeks. Oooops! There amongst the advertisements telling me I can make $10,000 a week by sitting on my duff (little do they know) is Mary's first...yikes! and second note telling me to get the column shipped! *Or else!*

"Crap!" I think to myself. My email is out of control and this is just one email box. I have three CompuServe accounts, and one box is new so it's still in control. But I never use that account, so who knows what is in it. Another account, the box got full and I just left it full. You get a "box full" message if you ever send to it. The third account is filled with spam mail and slowly filling up as fast as I try to delete everything.

It's horrible. I have one AOL account with four member names. The primary account is completely clogged with spam and I've decided to leave it at that so I'll have plenty of spam mail to choose from the next time I do a column on spamming. Some of them are actually funny, you know. The *Dvorak@aol.com* is almost under control but the mail goes back about three weeks and I'm having trouble clearing it all out.

Then I have various addresses that bounce into this account or that account. I was going to use my MSN account for email but MSN itself was spamming me to death with crummy messages about how MSN is so great. Hey boneheads, I already have it!! Check the address! So I essentially erase everything sent to that box. Then there is Prodigy which I simply stopped using. I have no idea if anyone is sending me messages there.

The biggest joke in this email nightmare is an email box that some joker at one of the media "services" put *as mine* in their contact list book. I was told it was MediaMap who did this but can't seem to get a copy to confirm this. Anyway it lists my email address somewhere in Czechoslovakia. That there is a Dvorak there should surprise no one since Dvorak is a Czech name. But who looks at this address and thinks it is in the US? Or do they think I'm writing these columns from Eastern Europe while drinking boilermakers? It's beyond me. Anyway I can't tell you how many PR people say they sent me email at that address. "Yeah, I thought it was a little peculiar," they say. Maybe it's the KGB collecting data. "American fools giving us information before release date!" Who knows?

All I know is that email is becoming a nightmare and I look back on my desire to popularize it and wonder *what was I thinking!?!?!?* It's one of those deals where you should watch what you wish for—you might just get it. I did! ■

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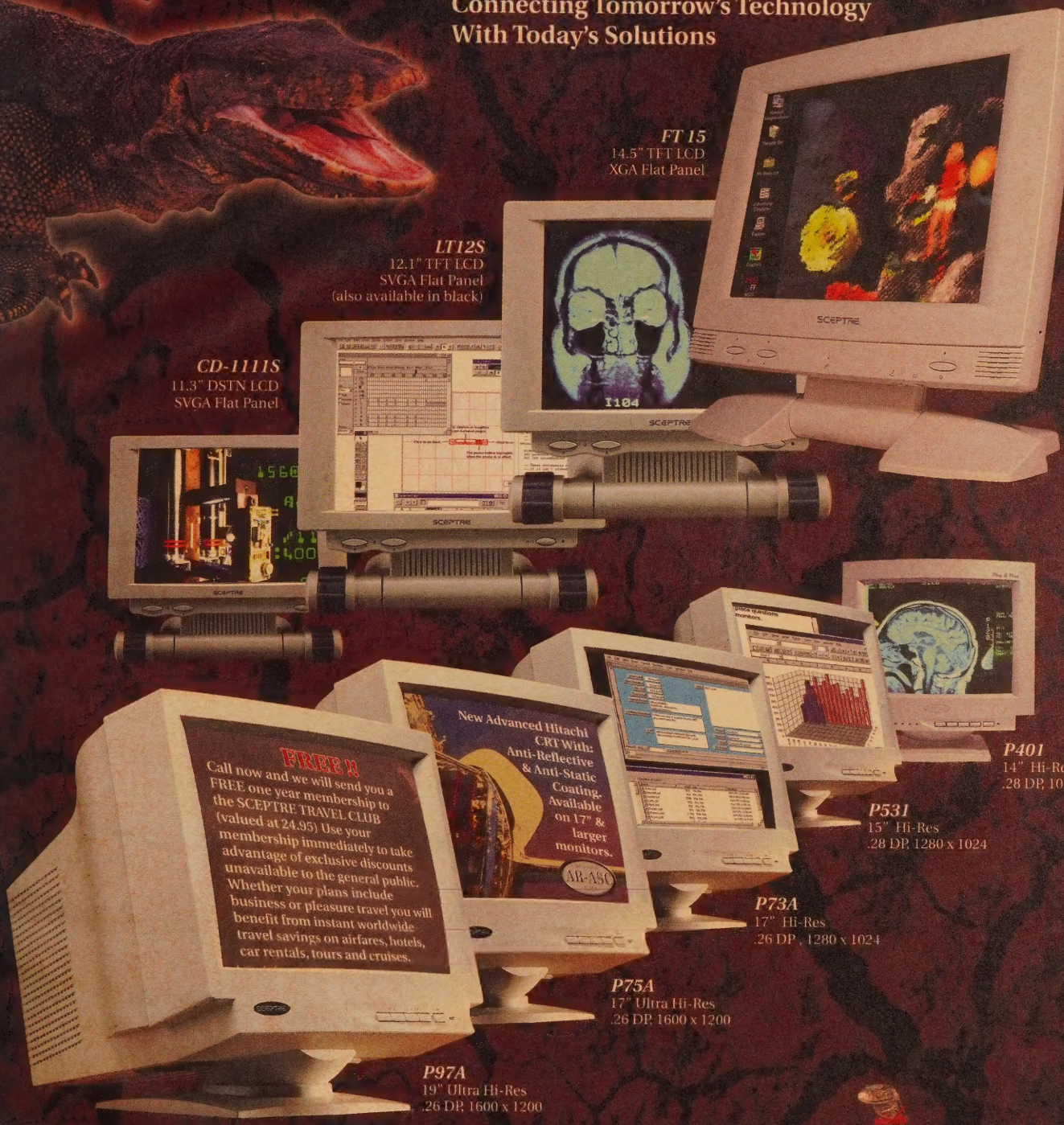
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